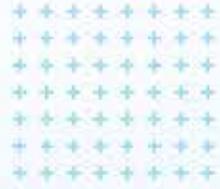


# SPOTLIGHT

JULY 2017





# THE POSITIVE SIDE OF COMPETITION



## Steve Greer

President  
AIL Agency Division

**"COMPETITION HAS BEEN SHOWN TO BE USEFUL UP TO A CERTAIN POINT AND NO FURTHER, BUT COOPERATION, WHICH IS THE THING WE MUST STRIVE FOR TODAY, BEGINS WHERE COMPETITION LEAVES OFF." — FRANKLIN D. ROOSEVELT**

**WHENEVER ANY DISCUSSION** comes up about competition, inevitably someone will bring up the movie *Glengarry Glen Ross* (1992). If you've never seen it (what?), it stars Alec Baldwin as Blake, the most ruthless, evil boss you can imagine, who informs his office of real estate agents:

"We're adding a little something to this month's sales contest. As you all know, first prize is a Cadillac El Dorado. Anybody wanna see second prize? Second prize is a set of steak knives. Third prize is you're fired."

Some pep talk, huh? But he was kidding or at least exaggerating, right? Nope, he wasn't.

This may seem like something out of a bygone era, but believe it or not, it still exists today. Employees of a certain large financial institution blame the company's ultra-competitive culture and unrealistic sales targets for their financial scandal in recent years.

Competition itself is not a bad thing. I'd argue that in our business, it's absolutely necessary. For salespeople, a competitive nature is a must. That's why you'll often see former athletes doing well in sales. Competition is inevitable. If we're not competing internally with our fellow salespeople, we're competing in the field every day with every other insurance company's sales team. Competition, in the right culture, is good and healthy for individuals and the Company.

AIL/NILICO's Fantasy Draft contest is intramural competition in the right spirit and for all the right reasons. The contest is designed to team smaller or newer Agencies with larger, seasoned Category I Agencies for a company-wide clash of the titans and everyone is a



part of it. This is a chance for everyone to 'run with the big dogs' because it brings each Agency office to a level playing field.

Besides the obvious potential financial opportunities available to each individual, Agency and the Company, the Fantasy Draft throws the doors open to our vast pool of mentorship talent, making it accessible to any who wish to take advantage of it. This, I think, is the most exciting aspect of the competition.

The culture at AIL/NILICO has always been such that it's not just acceptable but encouraged to reach out to those who are doing well; the Fantasy Draft takes this 'open-door policy' one step further. Now, it's a win-win for members of the various Agencies to have interaction with their counterparts. Each team member is a part of every other team member's success.

Healthy competition makes us stronger and brings out the best in us. I encourage you all to take advantage of the opportunity to coach/learn in the weeks leading up to the Fantasy Draft Super Bowl in September. Have fun, talk a little (friendly) smack. Everyone needs the passion to win. It's that competitive spirit that keeps us ready to give it all we've got to accomplish our dreams and become number one. It will help us down the road with a drive to better ourselves and put our heart and soul into whatever we're doing. The game is on! May the best team win! 🏆

## SPOTLIGHT

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# JULY 2017

VOL. 50 NO. 7

## SGA Career Track

### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



## Required Retention Rate

**Effective Jan. 1, 2017**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

Retention: **72.0%**  
Net to Gross: **80%**

## Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Thursday 8/24** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Tuesday 8/29**. eApp business excluded from the 7 day hold should be uploaded by **Thursday 8/31** before 2:00 p.m. CST to count for **August** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

# \$5,844,825

**in total bonuses were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Page 26-33**.

## Download the Spotlight App

1. Go to the App Store or Google Play
2. Search 'Spotlight Digital'
3. Install the app
4. Launch the app from your device's home screen
5. Allow for Notifications
6. Log in to the app  
User Name: **ail** Password: **legacy**



## Correction

In the May issue of *Spotlight*, **Ian Pickett** should have been listed in the Founder's Club.



**IAN PICKETT**  
Altig-Orlovic  
1 Qualification  
\$55,257 Net ALP



**Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2018 Awards Presentation are: the top SGA from each category based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top PR Representative from each category, and the top PR Manager from each category. View the 2018 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Gaylord Palms Resort in Orlando! The convention will be held June 24-27, 2018.



**LOOK FOR ME!**

# ANNIVERSARIES

## 40 YEARS OF SERVICE

David Cohen, SGA  
**32 YEARS OF SERVICE**  
 Lou Nell Busby, PR  
**23 YEARS OF SERVICE**  
 Timothy Cruise, AGT  
**20 YEARS OF SERVICE**  
 Slav Bitman, SGA  
**18 YEARS OF SERVICE**  
 Barbara Leader, AGT  
**16 YEARS OF SERVICE**  
 Denise Gilbert, PR  
 LaTonya Tucker, AGT  
**14 YEARS OF SERVICE**  
 David Ackerman, SGA  
 Diane Carrion, AGT  
 Max Quasem, AGT  
 Rodney Ward, MGA  
**13 YEARS OF SERVICE**  
 Heather Hewitt, AGT  
 Thomas VanOsdol, AGT  
**12 YEARS OF SERVICE**  
 Michael Mandella, MGA

Travis Moody, SGA  
 Jesse Wise, AGT

## 11 YEARS OF SERVICE

Allan Shapiro, AGT  
 Paul Smoley, AGT  
 Natalie Soboleva, AGT  
**10 YEARS OF SERVICE**  
 I-Perfection Harris, MGA  
 Anthony Theriault, MGA  
**9 YEARS OF SERVICE**  
 Jason Bratin, MGA  
 Tony Geer, GA  
**8 YEARS OF SERVICE**  
 Jonathan Emura, RGA  
 DeAnthony Hartman, MGA  
 Peter Hudousek, AGT  
 Tabita Neukirch, AGT  
 Candice Rezzo, AGT  
 Crystal Senour, PR  
 Michael C Williams, RGA  
**7 YEARS OF SERVICE**  
 Carly Ferraro, AGT  
 Kyle Johnson, SGA

Nicholas Moore, RGA  
 Nicolas Ullmann, AGT  
**6 YEARS OF SERVICE**  
 Harold Durana, RGA  
 Charles Ferrari, RGA  
 Liam Flaherty, MGA  
 Sean Grant, AGT  
 Shauna Hannemann, SA  
 David Hefflin, MGA  
 Amie McCracken, SA  
 Zach Otto, RGA  
 Jesusdieu Portilus, AGT  
 Noel Rose, RGA  
 Richard Whyte, GA  
 Timothy Wilson, AGT  
**5 YEARS OF SERVICE**  
 Jonathan Carter, SA  
 Devon Chapman, GA  
 Travis Daniels, PR  
 Corey Hallam, MGA  
 Sean Hansen, GA  
 Cherie Henik, AGT  
 Alta Herpel, MGA

Slavita Hut, MGA  
 Jonni Ng, RGA  
 Samer Saati, MGA  
**4 YEARS OF SERVICE**  
 Jaime Baez, AGT  
 Amy Baird, RGA  
 Sultan Deckard, AGT  
 Glenn Hampton, AGT  
 Diane Ishee, GA  
 Bryan Juskiw, GA  
 Brandon MacDonald, SGA  
 Kelly Matthews, AGT  
 Rafi Nawabi, MGA  
 Oleg Novitchii, GA  
 Chelsie Otto, MGA  
 Ernest Powell, MGA  
 Joshua Rauser, MGA  
 Nasser Rezaei, AGT  
 Darrin Roberts, GA  
 Jamie Schulz, SA  
 Evron Simon, AGT  
 Michael Stuver, MGA  
 Kamaile Viena, GA

Tyler Worstell, MGA  
**3 YEARS OF SERVICE**  
 Ralph Beard, PR  
 Marco Camire, AGT  
 Ranjana Chopra, GA  
 Sean Conway, GA  
 Laura Dennee, GA  
 Justin Diaz, GA  
 Jasmin Gallaga, SA  
 Lee Galtman, AGT  
 Jose L Garcia, GA  
 Kashala Guiden, SA  
 Kimberly Hamilton, MGA  
 Sierra Healy, SA  
 Simone Hunter, MGA  
 Ayrllahn Johnson, GA  
 Nathaniel Kinnard, RGA  
 Bryant Logan, GA  
 John Lucas, SA  
 Thomas Lypps, GA  
 Juan Nunez, AGT  
 Alexis Pineiro, GA  
 Deana Plaster, MGA

Levi Porto, RGA  
 Tonia Reaves, AGT  
 Andrew Siebert, GA  
 Austin W Smith, SA  
 Heulett Suggs, GA  
 George Taramas, GA  
 Robert Ward, AGT  
 Jaclyn West, SA  
 Wanda Williams, GA  
**2 YEARS OF SERVICE**  
 Ryan Beuc, AGT  
 Anthony Burke, AGT  
 Brian Cabral, SA  
 Jacob Carlson, MGA  
 Matthew Castelli, SA  
 Michael Clower, GA  
 Steven Counts, SA  
 Kareem Davis, AGT  
 Jaclyn Finafrock, MGA  
 Vaikona Finau, AGT  
 Joseph Norris, SA  
 Shiv Patel, GA  
 Avery Prince, AGT

Joshua Garrison, GA  
 Angela Gregory, SA  
 Patrycja Grudzinska, GA  
 Steve Hartman, MGA  
 Cameron Stanley, GA  
 Michael Steimle, SA  
 Michael Swenson, SA  
 Brynna Tebbe, SA  
 Samiuela Vaea, AGT  
 Mahdi Wade, SA  
 Kimberly R West, SA  
 Dylan White, GA  
 Orey Yates, MGA  
**1 YEAR OF SERVICE**  
 Miguel Alice Ramirez, AGT  
 Renato Arthur, SA  
 Cameron Ashcroft, AGT  
 Christopher Barkley, AGT  
 Kindra Barnes, SA  
 Kim Bimemiller, AGT  
 Daniel Boggs, AGT  
 Joseph Cashman, AGT  
 Randy Castillo, SA  
 Suraj Daswani, SA

Pamela Randle, GA  
 Connor Seemann, AGT  
 Shelbi Sofranko, GA  
 Altes Durand, AGT  
 Derya Ekren, SA  
 Zachary Eppinga, SA  
 David Ezell, SA  
 Anthony Ferraro, SA  
 Hilda Ferris, AGT  
 Nathalie Figuereo, AGT  
 John Fitzgerald, SA  
 Alejandra Franco-Salinas, GA  
 Doron Freud, SA  
 Seema Gakhar, AGT  
 Isaac Garcia, MGA  
 Katrina Gilmore, AGT  
 Rebecca Goldsmith, AGT  
 Clinton Graham, AGT  
 Joseph Grider, SA  
 Devan Grissom, MGA  
 Carey Hartman, AGT  
 Daniel Heath, AGT  
 Carley Hosley, AGT

Sean Depkon, AGT  
 Immacula Didier, AGT  
 Donnell DuBose, AGT  
 Altes Durand, AGT  
 Derya Ekren, SA  
 Zachary Eppinga, SA  
 David Ezell, SA  
 Anthony Ferraro, SA  
 Hilda Ferris, AGT  
 Nathalie Figuereo, AGT  
 John Fitzgerald, SA  
 Alejandra Franco-Salinas, GA  
 Doron Freud, SA  
 Seema Gakhar, AGT  
 Isaac Garcia, MGA  
 Katrina Gilmore, AGT  
 Rebecca Goldsmith, AGT  
 Clinton Graham, AGT  
 Joseph Grider, SA  
 Devan Grissom, MGA  
 Carey Hartman, AGT  
 Daniel Heath, AGT  
 Carley Hosley, AGT

Henderson Hoyte, GA  
 Veronica Jackson, AGT  
 Velvet Johnson, SA  
 Wafa Kamal, SA  
 Catharyn Kendrick, AGT  
 Amanda Kinney, AGT  
 Juhee Lee, AGT  
 Curt Lindgren, SA  
 Carmen Lindmark, AGT  
 Finehika Mafileo, AGT  
 Mickel Major, GA  
 Selina Maldonado, SA  
 Kimberly Maya, MGA  
 Natalie McCarthy, AGT  
 David McLean, SA  
 Ronnette McMeans, SA  
 Jennifer Montgomery, SA  
 Gaston Morales, SA  
 Jason Moser, GA  
 Zachery Nelson, GA  
 Daniel Ord, AGT  
 Joanna Paramore, SA  
 Eric Pauls, GA

Leonardo Perez, SA  
 Steven Phillips, SA  
 Desmond Prescott, AGT  
 Daniel Prinzo, SA  
 Gary Quesada, AGT  
 Kimberly Quinn, SA  
 Marcus Richardson, SA  
 Stanley Robinson, SA  
 Alan Rodriguez, AGT  
 Jasmin Rodriguez, AGT  
 Sonya Ross, SA  
 Joseph Rotolo, GA  
 Matthew Russell, SA  
 Lari Ryan, AGT  
 Kevin Silva, SA  
 Clayton Slaughter, SA  
 Joseph J Smith, AGT  
 Breana Spears, AGT  
 Gary Stevens, SA  
 Olivia Stewart, SA  
 Guisa Suttles, AGT  
 Mohammad Wael Taher, GA  
 Brandon R Taylor, AGT

Derek Thompson, MGA  
 Robert Townsend, GA  
 Robert Trypus, SA  
 Anastasia Vasanjee, SA  
 Silis Verdant, MGA  
 Yatashia Wallace, SA  
 Janelle Watson-Davis, AGT  
 Alicia Wear, SA  
 Charles Wilcox, AGT  
 Sophia Williams, SA  
 America Wilson, AGT  
 Taralee Yazzie, SA

# PROMOTIONS

## STATE GENERAL AGENT

London Nelson  
**REGIONAL GENERAL AGENT**  
 Vladislav Basov  
 Rachel Brown  
 David Carpenter  
 Bradley Christiansen  
 Marissa Cunningham  
 Herman Fennell  
 Roger Fung  
 Jonathan Kinnard  
 Aaron Ralston  
 Michael C Williams  
**MASTER GENERAL AGENT**  
 Ikram Alshobaki  
 Mary-Delores Ayarzagoitia  
 David Brooks  
 Timothy Jay Brown  
 Christopher Bungay  
 Shalom Chaimov  
 Alisha Cravey  
 Michael DeGiovanni  
 Bilal Farsakh  
 Zane Garcia

Nicki Griffiths  
 Devan Grissom  
 Justin Hermann  
 Meaghan Kehl  
 Ryan Landmark  
 Christine Moore  
 Mark Neilson  
 Michael Neuendorf  
 Edward Nguyen  
 Mitchell Page  
 Jonathan Phillips  
 Mathew Simonson  
 Steven Stensrud  
 Massoud Vaziri  
 James Winfield  
 Dennam Wolverton  
**60% GENERAL AGENT**  
 Alba Williams  
 Mark Lahijani  
 Jon Flexner  
 Cristi Huffman  
 Adam Kidikas  
 Lisa Nguyen  
 Juan Rivera

Robert Townsend  
 Phillip Waisman  
**57.5% GENERAL AGENT**  
 Stephen Coons  
 William Krekeler  
 Ngan Pham  
 Venita Allen  
 Daniel Anderson  
 Sara Beedie  
 Ruben Chaimov  
 Michael Clements  
 Daniel Dunham  
 Thomas Ferraro  
 Solomone Havea  
 Henderson Hoyte  
 Tina Janti  
 Jacqueline Kabluyen  
 Zoltan Krecsko  
 Mark Lahijani  
 Cody Langston  
 Jason Moser  
 Aracelis Mota  
 Corey Niro  
 Jarred Spanbauer

Alison Sterzer  
 Jessica St Pierre  
 Jahlil Sunrise  
 Tyler Townsley  
 Brya Washington  
**55% SUPERVISING AGENT**  
 Augusto Arango  
 James Buch  
 Matthew Dawson  
 Lawrence Dennis  
 Eloise Easter  
 Anthony Greco  
 Mandi Gutierrez  
 Jamison Hathaway-Clark  
 Pierre Hunter  
 Brian E Johnson  
 Sylvain Kalombo  
 Courtney Lavitch  
 Mynor Lemus  
 Curt Lindgren  
 Richard Millington  
 William Parks  
 Payam Sami  
 Jasmine Sanders

Shequida Selmon  
 Timothy Stewart  
**52.5% SUPERVISING AGENT**  
 Adriana Aboulwafa  
 Danyal Alian  
 Zomai Apetor  
 Carmen Arroyo  
 Richard Austin  
 Joshua Bagi  
 John Bernet  
 Julina Quessa  
 Braylon Blades  
 Matthew Blue  
 Joan Bonvicini  
 Walter Britt  
 Ashleigh Broussard  
 Carla Brown  
 Elijah Brown  
 Matthew Buttaro  
 Filiberto Carreno  
 Winslow Choina  
 Carla Da Costa  
 Sarah Niro  
 Randy Daniels

Virginia Danjou  
 Gesandro De Oliveira  
 Gian-Paolo Diberardo  
 Tajha Dixon  
 Jeremy Doucet  
 Kayla Dowden  
 Joshua Ellis  
 Lina Esquibel  
 Jessline Fermin  
 John Fitzgerald  
 Amber Fitzmartin  
 Andre Fonseca  
 Rebecca Fortson  
 Scott Frazer  
 Randall Fujinaka  
 Alexander Galindo  
 Nicholas Gee  
 Peterlee Georges  
 Timothy Gunther  
 Abyssinia Hammouri-Davis  
 Stephanie Harris  
 Michael Hepner  
 Sara Hoobold  
 Dwight Hickson

James Higgins  
 Hayden Hill  
 Winston Hills  
 Jennifer Jaikes  
 Bradley Jensen  
 Timothy A Jones  
 Gabriel Juarez  
 Nicole Karl  
 Emil Kirubaharan  
 Kevin Kirubaharan  
 Samisoni Koloa  
 Jhyrod Lidder  
 Benjamin Linville  
 Margaret Lupercio  
 Kenneth MacKenzie  
 Christos Magafas  
 Nicholas Martocci  
 Arman Masomzadeh  
 Arynne McCarthy  
 James McCormick  
 Lidia Meglei  
 Mitchell Messer  
 Alex Miller  
 Chase Miller

Margaret Mixon  
 Alexandros Morisis  
 Jakob Morris  
 Stacey Moss  
 Chris Murphy  
 Ashley Odonal  
 Jackie Okimoto  
 Ulises Olortiga  
 Juan Ortiz  
 Ebuwa Otagho  
 Trevor Owsley  
 Joanna Paramore  
 Nicole Preston  
 Radhika Ramchand  
 Todd Riescher  
 Mary Robinson  
 Edwin Rosa  
 Anne Ryding  
 Stella Roznovan  
 John Santosuosso  
 Joseph Schleicher  
 Derek Schmidt  
 Sara Schooley  
 Justin Scott

Luke Seeley  
 John Seymour  
 Colleen Simental  
 Stanley Smith  
 Sean Sparkman  
 Matthew S Svare  
 Ifrah Tahir  
 Vaimaalaala Taufa  
 Kaloni Tohi  
 Monique Tolbert  
 Alexias Wade  
 Mahdi Wade  
 Kyle Wagner  
 Kyla Watts  
 Erin Wood  
 Rose Zelensky



**Andre McCallum**  
 Missouri  
 July 3

Andre joined the Surace-Smith SGA Office in 2010 at the tender age of 20, after having spent time as (among other things) a corrections officer. He says AIL helped show him that life was much too valuable to risk it every day for a whole lot less money than he could make at AIL. He cites meeting Simon Arias as a turning point in his way of thinking about his own possibilities. "I knew if he could do it being as young as he was, I could too." Andre says he "took it slow" at every step in management so he had time to learn before continuing his ascent. Most recently associated with the Zach Hart SGA Office, Andre will be a partner in the state of Missouri. Andre, wife Bria and Andre III (9), Abbielle (5) and Natalia (3) make their home in O'Fallon, MO.

# NEW ASSOCIATES

PER MANAGER

## MGA

## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Joshua Lowman	13	Simon Arias	Behrad Baghbanian	2	Altig-Orlovic	Salam Alshimaily	2	Jared Cleckner
Kenan Hyseni	9	Altig-Orlovic	Keighla Brumfield	2	Altig-Orlovic	Daniel Anderson	2	Eric Cochran
Kimberly Free	5	Chad Potts	Nicholas Gee	2	Altig-Orlovic	April Barker	2	Richard Correa
Jennifer Mok	4	Altig-Orlovic	Conzita Goveas	2	Altig-Orlovic	Kevin Hastings	2	Richard Correa
Sara Rostamijalilian	3	Altig-Orlovic	Michal Green	2	Altig-Orlovic	Juan Ramos	2	Richard Correa
Landon Schlag	3	Richard Correa	James McCormick	2	Altig-Orlovic	Pratibha Garud	2	James Cunningham
Michelle Olivo	3	Giglione-Ackerman	Jessica McCullum	2	Altig-Orlovic	Caleb Alexander	2	Joseph Diecedue
Jeffrey Hudson	3	Zachary Hart	John Pishnock	2	Altig-Orlovic	Veronica Coval	2	Laura Fisher
Gustavo Avila	3	Sabrina Lloyd	Holly Simpson	2	Altig-Orlovic	Young Lee	2	Don Foti
Skay Nusenu	3	Sabrina Lloyd	Jordan Wheat	2	Altig-Orlovic	Toni-Ann Allen	2	Giglione-Ackerman
Dulce Paz	3	Sabrina Lloyd	Jason Frye	2	Simon Arias	Aljban Jashari	2	Giglione-Ackerman
Kevin Kondrad	3	Corey Neff	Jennifer Jaikes	2	Simon Arias	Ronald McCormick	2	Zachary Hart
Daryl Graham	3	Surace-Smith	Brielle Killian	2	Simon Arias	Dillon Kempen	2	Chris Hernandez
Adrain Alfred	3	Michael Vasu	Dylan Murphy	2	Simon Arias	Beaumont Shultz	2	Chris Hernandez
Angela Black	3	Michael Vasu	Amanda Torres	2	Simon Arias	Cristian Alaimo	2	Sabrina Lloyd
Jose Viramontes	3	Michael Vasu	Jakita Parmley	2	Slav Bitman	Zhdanka Nykiel	2	Sabrina Lloyd
Dominick Williams	3	Michael Vasu	Damion Rayam	2	Samantha Chui	Rubynia Hall	2	Brandon MacDonald

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Megan Johnson	16	Michael Vasu	Adrian Segalla	3	Altig-Orlovic	Robert Bilder	2	Simon Arias
Patrycja Grudzinska	12	Sabrina Lloyd	Vincent Campana	3	Simon Arias	Ariana Jones	2	Simon Arias
Carlo Buhay	10	Altig-Orlovic	Daniel Dunham	3	Simon Arias	Michael May	2	Simon Arias
Kay Pomroy	9	Greg Graham	Adam Hanna	3	Simon Arias	Eric Robertson	2	Simon Arias
Steven Baum	9	Sabrina Lloyd	Francis Ingulli	3	Simon Arias	Michael Russin	2	Simon Arias
William Tompkins	8	Ryan Giddens	Chantel Floyd	3	Slav Bitman	Eric Snyder	2	Simon Arias
Nadia Najj	7	Simon Arias	Cathleen Hairston	3	Slav Bitman	Jennifer Wehrle	2	Jared Cleckner
Nedal Kawash	6	Sabrina Lloyd	Courtney Griggs	3	Jared Cleckner	Kaylea Adkins	2	Cochran-Kramme
Donte Grant	6	Theodore Pappas	Joshua Goodman	3	Richard Correa	William Barker	2	Richard Correa
Joseph McCallister	5	Simon Arias	Zachery Nelson	3	Richard Correa	Matthew Halbmaier	2	Richard Correa
Michael Russo	5	Laura Fisher	Garrett Shelton	3	Richard Correa	Scott Hannon	2	Richard Correa
Mickey Adkins	5	Zachary Hart	Travis White	3	Joseph Diecedue	Robin Gonzalez	2	James Cunningham
Adam Chesney	5	Zachary Hart	Ryan McCann	3	Ryan Giddens	Cameron Stanley	2	Laura Fisher
Dylan Johnson	5	Zachary Hart	Kerry Zorns	3	Ryan Giddens	Mario Andres Chavez	2	Don Foti
Robert Adrahtas	5	Sabrina Lloyd	Adem Abdula	3	Giglione-Ackerman	Bret Nilson	2	Don Foti
Arien Seemann	5	Surace-Smith	Jonathan Black	3	Giglione-Ackerman	Iris Saavedra	2	Don Foti
Eric Thompson	5	Surace-Smith	Michael DeGiovanni	3	Giglione-Ackerman	Kamal Tayyib	2	Don Foti
Daisy Pyeatt	5	Michael Vasu	Christine DiSanto	3	Giglione-Ackerman	Omar Fernandez	2	Cindy Furer
Andrew Hynan	4	Altig-Orlovic	Taurean Flournoy	3	Kyle Johnson	David Fiscu	2	Ryan Giddens
Brandon Foster	4	Simon Arias	Steven Barton	3	Corey Neff	Elvis Durakovic	2	Giglione-Ackerman
Ashley Lathrop	4	Eric Cochran	Haydn Daniel	3	Theodore Pappas	Fran Kolos	2	Giglione-Ackerman
Barkley Collinson	4	Richard Correa	Wadnerson Boileau	3	Beto Quintero	John McDougald	2	Giglione-Ackerman
Alma Lozano	4	Richard Correa	Bryan Juskiw	3	Surace-Smith	Sean Thormann	2	Giglione-Ackerman
Kevin Butchino	4	Gabriel Feldmann	Mike Paragiou	3	Surace-Smith	Azar Afnan	2	Zachary Hart
Shiv Patel	4	Sabrina Lloyd	Evelyn Howell	3	Jamison Weatherspoon	Micah Focken	2	Zachary Hart
Jon Houser	4	Brandon MacDonald	Laura Dennee	2	Altig-Orlovic	Joshua Garrison	2	Zachary Hart
Richard Pazak	4	Bob Olson	Bryon Eddinger	2	Altig-Orlovic	Nic Iagulli	2	Zachary Hart
Jamell Ramsay	4	Theodore Pappas	Joanna Hansen	2	Altig-Orlovic	Deonte Jones	2	Zachary Hart
Phillip Waisman	4	Imran Satti	George Lahamedjian	2	Altig-Orlovic	Eric Watson	2	Zachary Hart
Tony Geer	4	Surace-Smith	Daniel Li	2	Altig-Orlovic	Mark Aldamuy	2	Matt Henderson
Thomas Longino	4	Michael Vasu	Ryan Misner	2	Altig-Orlovic	Cristi Huffman	2	Matt Henderson
Dean Gushi	3	Altig-Orlovic	Andrew Severson	2	Altig-Orlovic	Jeremy Engrav	2	Chris Hernandez
Cody Langston	3	Altig-Orlovic	Constance Tuiteleapaga	2	Altig-Orlovic	Carlin Kaufman	2	Chris Hernandez
Mark Neilson	3	Altig-Orlovic	Lara Wyatt	2	Altig-Orlovic	Jason von Rosenberg	2	Allan Jennings

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marian Sertler	19	Sabrina Lloyd	Deana Plaster	5	Jared Cleckner	Chelsie Otto	4	Sabrina Lloyd
Jamil Harris	16	Daniel Umbertone	Christopher Dicks	5	Eric Cochran	Nasr Quadri	4	Theodore Pappas
Erez Shabtay	16	Michael Vasu	Andrew McQuade	5	Richard Correa	Begona Patino-Lopez	4	Cisco Perez
Eugene Garcia	16	Dustin Venekamp	Matthew Turnquist	5	Richard Correa	Michelle Martinez Aviles	4	Beto Quintero
Alix Albright	13	Simon Arias	Brian Zuzick	5	Laura Fisher	Christopher Bungay	4	Imran Satti
Sara Vaz	10	Altig-Orlovic	Steve Bryant	5	Ryan Giddens	Matthew Conrad	4	Surace-Smith
Zach Otto	10	Sabrina Lloyd	Joshua Crisp	5	Zachary Hart	Joshua Dishong	4	Surace-Smith
Britton Costa	9	Simon Arias	Mark Dushaj	5	Zachary Hart	Paul M Smith	4	Surace-Smith
Corey Helly	9	Giglione-Ackerman	Tom Weller	5	Zachary Hart	Justin Barker	4	Brian Traboulay
Menno Glick	9	Greg Graham	Janet Quintana	5	Kyle Johnson	Ernest Powell	4	Michael Vasu
Daniel Hartwig	9	Surace-Smith	Duane Shaw	5	Sabrina Lloyd	Joshua West	4	Michael Vasu
Michael Williams Jr	9	Daniel Umbertone	Nicholas Moore	5	Oldham-Gryska	Yemi Akinade	4	Tom Williams
John Conard	8	Simon Arias	David Rigney	5	Scott Rehberg	Noel Rose	4	Tom Williams
Joshua Krueger	8	Richard Correa	Marc Salvaggi	5	Surace-Smith	Bradley Christiansen	3	Altig-Orlovic
Robert Locke	8	Ryan Giddens	Michael Laramie	5	Michael Vasu	Dan Ikei	3	Altig-Orlovic
Shahab Mahdavinejad	8	Theodore Pappas	Ivan Leung	4	Altig-Orlovic	Joshua Olin	3	Altig-Orlovic
Ryan Stenglein	7	Altig-Orlovic	Patrick Stenglein	4	Altig-Orlovic	Nikola Subotic	3	Altig-Orlovic
Andrew Wagner	7	Oldham-Gryska	David Thornton	4	Altig-Orlovic	Matthew Cessna	3	Simon Arias
Ryan Kendl	6	Altig-Orlovic	Sokol Fazliu	4	Simon Arias	Michael Clemente	3	Simon Arias
Doreen Ryan-Foti	6	Don Foti	Aaron Haynes	4	Arias-Cimino	Liam Flaherty	3	Simon Arias
Amy Baird	6	Brandon MacDonald	John Nieves	4	Richard Correa	Tyler Worstell	3	Simon Arias
David Wang	6	Bob Olson	Jeramey Pitman	4	Richard Correa	Mark Beckford	3	Slav Bitman
Vincent Meyer	6	Chad Potts	Paul Zuzick	4	Laura Fisher	Lalitha Janardhanan	3	Slav Bitman
Matthew Parks	6	Surace-Smith	Rachel Brown	4	Johnson-Nelson	James Harding	3	Richard Correa
Slavita Hut	6	John Young	Christina Meyer	4	Sabrina Lloyd	Joshua Jackson	3	Joseph Diecedue

## RGAs

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Matthew Diulus	39	Simon Arias	Robert Janev	33	Sabrina Lloyd	Ryan Fickert	23	Zachary Hart

**NEW ASSOCIATE**— \$1,000 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA**— at least two new associates during the month  
**MGA**— at least three new associates during the month  
**RGAs**— top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# LEGACY

## RECRUITING PROGRAM



NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Vladislav Ashurov	\$ 712	Rita Eisentrager	\$ 652	David Williams	\$ 608	Douglas Holcomb	\$ 569
Duane Shaw	712	Mohammad Shean	652	Noah Bort	608	Bryanna Campos	567
Alan Sedaghat	711	Susan Sereke	647	Angel Martinez	606	Stephanie Kell	564
Vanessa Cohen	706	Steven Baum	647	Edmaggie Myrthil	606	Kelli Higgins-Jones	564
Christopher Leasure	702	Slavita Hut	644	Carl Chargois	604	Michelle Olivo	563
Jonathan Black	695	Patrick Rieger	641	Tyler Lunham	602	Brock Lampee	562
Mark Neilson	694	Mary-Delores	637	Leo Segall	597	John McDougald	561
Amber Fitzmartin	688	Ayarzagoitia		Daisy Pyeatt	596	Jorge Guerra	558
John Gentner	685	Rebecca Underwood	634	Roger Fung	594	Ryan Bouchea-Carroll	557
Samisoni Koloa	681	Jeffrey von Kienast	626	Darrin Roberts	594	John Conard	553
Brandon Schleicher	680	Michael Neuendorf	625	Chase Miller	591	George O'Shea	551
Chaz Hutcherson	678	Aaron Piotrowski	623	Karima Hartani	584	Patrick Bendure	550
Ronald Santana	677	Elyse Bryan	623	Matthew Russell	583	Christina Jauch	547
Chelsea Majewski	675	William Robinson	620	Brady Foreman	582	Paul M Smith	539
Igwe Nwagwu	669	Timothy Bugge	619	Tyaisha Powell	581	Monica McKinney	536
William Tompkins	663	Christopher Rodriguez	614	Fadi Nassar	576	Kaloni Tohi	535
Gage Townson	661	Brian Cummings	612	Jesus Parra	572	Joshua Rausser	535
Shane Hirtle	656	Reuben Vincent	610	Dulce Paz	571	Charity Johnson	534

### TOP PAYOUTS\* JUNE

TOTAL PAYOUT: **\$452,961** TOTAL QUALIFIERS: **824**



**Rennie Ayers**  
\$4,526  
Altig-Orlovic



**Ryan Slater**  
\$4,237  
Zachary Hart



**Adegbola Thompson**  
\$3,660  
Giglione-Ackerman



**Catherine Hefner**  
\$3,580  
Simon Arias



**Miles Crudup**  
\$3,241  
Zachary Hart

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Rennie Ayers	\$ 4,526	Matthew Neish	\$ 1,549	Sumedh Basani	\$ 1,196	Janelle Dutra	\$ 1,053	Josh Bloomquist	\$ 889
Ryan Slater	4,237	Payam Sami	1,523	Alexander Rollo	1,196	Matthew Sutton	1,048	Robert R Hamilton	879
Adegbola Thompson	3,660	Zohaib Zahid	1,512	Savannah Yachik	1,191	Ashley Gallegos	1,047	Dominick Williams	870
Catherine Hefner	3,580	Daryl Graham	1,507	Sabeenan Jeyaratnam	1,189	Jennifer Jaikes	1,042	Walter Icaza	868
Miles Crudup	3,241	Daiquan Hairston	1,503	Christopher Gonzales	1,184	Jordan Darby	1,040	Tyler A Johnson	866
Ransley Vazquez	3,070	Mark Bradshaw	1,424	Adam Wolcott	1,183	Ryan McCann	1,039	Aaron Chen	865
David Carpenter	2,847	Joseph McCallister	1,421	Winslow Choina	1,180	Ryan Vance	1,033	Marianne Rohbock	864
Adam Chesney	2,775	David Staffieri	1,420	Ileana Tatafu	1,171	George Bort	1,032	Ashley Christensen	863
Asia Rose	2,715	Emil Kirubaharan	1,419	Aline Jacob	1,171	Stanley Mayers	1,031	Nicholas Scordos	855
Antoinette Williams	2,648	Harold Durana	1,415	George Lahamedjian	1,169	Michael McKiernan	1,027	Jessica Wilhite	853
Joel Jesurun	2,625	Faydra Jones	1,406	Leonard Swearingen	1,167	Adriana Aboulwafa	1,023	Juan Ortiz	844
Jesse Benwell	2,607	Mitchell Messer	1,393	Mitchell Messer	1,156	Pamela Peeples	1,020	Patrycja Grudzinska	831
John Den Hartog	2,461	Lauren Pallugna	1,388	Diana Williams	1,156	Leon Prunty	1,020	Magda Figueiredo	820
Valentina Martinez	2,452	Matthew Bitz	1,386	Jack Park	1,152	Patricia Contreras	1,019	Michael Mandella	818
Evelyn Rivera-Colon	2,432	Garrett Everetts	1,384	Jimmy Culp	1,144	Ronilson Gonzalez	1,012	Britton Costa	806
Christopher Hensley	2,369	Iris Saavedra	1,377	Nic Iagulli	1,138	Kyla Watts	1,012	Troy Taylor	805
Eric Snyder	2,320	Bethany White	1,368	Tony Geer	1,136	Filiberto Carreno	1,011	Stephen Zutantas	797
Renee Bowman	2,308	Alipate Makaui	1,355	Alaina Polowick	1,131	Shalanda Bills	1,000	Laiza Garcia	788
Rosemary Soto	2,308	Tevita Leka	1,325	Berlin Tuzon	1,129	David Corrales	1,000	Mark Dushaj	783
Skay Nusenu	2,287	Emily Johnson	1,324	Amina Bhatti	1,126	Mitchell Forsyth	1,000	Luis Suarez	782
Justin Saldecke	2,210	Eric Thompson	1,317	Sharon Craig	1,126	Nicholas Gee	1,000	Nicholas Robertson	782
Gregorio Albao	2,198	Ryan Kendl	1,308	Anthony Giangarra	1,123	Jacob Heater	1,000	Leamber Saffold	781
Alexa Benner	2,102	Timothy Lum	1,305	Marian Sertler	1,108	Kevin Kirubaharan	1,000	Nikola Subotic	778
Chelsie Rodriguez	2,053	William Baker	1,305	Cameron Harp	1,105	Charles Melahn	1,000	Jessline Fermin	769
Lidia Megle	2,048	Walter Britt	1,299	Earnest Powers	1,105	Alex Menard	1,000	Kendall Wilson	764
Juan Montana	1,987	Nicole Palmer	1,287	Sohroub Zebajadi	1,104	Heather Read	1,000	Jasmine Gomez	763
Dylan Murphy	1,957	Nilda Guerra	1,285	LaMorris Reynolds	1,102	Luke Seeley	1,000	Joshua Dishong	761
Michelle Martinez Aviles	1,931	Nohemi Perez	1,280	Michael Castellitto	1,102	Tanya Sutton	1,000	Kay Pomroy	752
Cole Hatfield	1,845	Michael Clemente	1,278	Aaron Lammey	1,101	Theresa White	1,000	Cameron Harp	750
Cory Schroeder	1,773	Mychal Crudup	1,268	Gustavo Avila	1,100	Shawna Wilbanks	1,000	Mohammad Shean	750
Kemberly Sousa	1,760	Tyler Storms	1,250	Anjeannette Fowlers	1,099	Scott Bollwage	994	Peterlee Georges	749
Daniel Dautov	1,728	Marc Salvaggi	1,246	Jessica Chang	1,089	Jimmy Marzouka	991	Henderson Hoyte	744
Sandra Williams	1,727	Ryan Gavrilesco	1,244	Naim Abdulhad	1,088	Myaa Fallon	987	Marcus Martin	744
Samy Jacques	1,690	Jessica Norman	1,240	Alicia Visbal	1,085	Andrew Olsen	981	Zomai Apetor	742
Kyle Wagner	1,687	Nelson Marques	1,231	Stephanie Villagran	1,082	Matthew Conrad	976	Victoria Harper	736
Christian Okulicz	1,666	Ebonee Imes	1,225	Alexander Atanassov	1,078	Jakita Parmley	973	Dustin Nispel	727
Brooklyn Mims	1,649	Chase Babin	1,221	Paulina Brajczewska	1,072	Douglas Patterson	951	Sean Sparkman	726
Ryan Burns	1,622	Brian Brantner	1,213	Megan Burnett	1,071	Mahdi Wade	923	Cory Cannataro	725
Yessenia Manon	1,613	Yazmin Piedrahita	1,210	Devan Grissom	1,068	Michael Patty	922	Joshua Randolph	724
Jeffrey Hudson	1,589	Robert Musante	1,200	Rochelle Lemos	1,059	Sara Skitka	908	Jameetri Washington	722
Elizabeth Applegate	1,565	Edson Alvarado Fierro	1,198	Abel Gamo	1,057	Andrew Chambers	903	Aracelis Mota	717
Jane Choina	1,559	Alma Lozano	1,197	Andrew George	1,055	Ian Scott	899	Brooke Bogs	715

### TOP RECRUITING AGENTS\* JUNE

TOTAL LEGACY RECRUITERS: **383** TOTAL LEGACY RECRUITS: **462**



**Ransley Vazquez**  
13 Recruits  
Bob Olson



**Sumedh Basani**  
3 Recruits  
Surace-Smith



**Josh Bloomquist**  
3 Recruits  
Tiffany Roland



**David Carpenter**  
3 Recruits  
Dustin Venekamp



**Joshua Ellis**  
3 Recruits  
Jeremy Welch

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Ransley Vazquez	13	Emilo Agüero	2	Rita Eisentrager	2	Kevin Kirubaharan	2	Evelyn Rivera-Colon	2
Sumedh Basani	3	Gregorio Albao	2	Ashley Flood	2	Young Lee	2	Asia Rose	2
Josh Bloomquist	3	Gustavo Avila	2	Michelle Fong	2	Andy Mansor	2	Justin Saldecke	2
David Carpenter	3	Rennie Ayers	2	Abel Gamo	2	Marcus Martin	2	Marian Sertler	2
Joshua Ellis	3	Angela Black	2	Tony Geer	2	Chase Miller	2	Eric Snyder	2
Roger Fung	3	Jonathan Black	2	Donald Gregoire	2	Juan Montana	2	Guisa Suttles	2
Hannah Holmes	3	Renee Bowman	2	Cameron Harp	2	Matthew Neish	2	Matthew Sutton	2
Jennifer Jaikes	3	Paulina Brajczewska	2	Christopher Hensley	2	Skay Nusenu	2	Jameetri Washington	2
Joseph McCallister	3	Winslow Choina	2	Jonathan Inman	2	Jakita Parmley	2	Stephen Zutantas	2
Richard Pazak	3	Michael Clemente	2	Joel Jesurun	2	Kay Pomroy	2		
Luke Seeley	3	Matthew Conrad	2	Charity Johnson	2	Joshua Randolph	2		
Adegbola Thompson	3	John Den Hartog	2	George Kamel	2	Joshua Rausser	2		

### TOP RECRUITING AGENTS\* YTD

TOTAL LEGACY RECRUITERS: **1,409** TOTAL LEGACY RECRUITS: **2,209**

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Ransley Vazquez	23	Gregorio Albao	8	John Conard	6	Cole Hatfield	6	Francisco Vasquez	6
David Carpenter	13	Kierra Goodwin	7	Matthew Conrad	6	Johnny Ramos	6	Bethany White	6
Michelle Martinez Aviles	10	Skay Nusenu	7	Joshua Dishong	6	Nicholas Scordos	6	Antoinette Williams	6
Stephanie Kell	9	Steven Rios	7	Myaa Fallon	6	Andy Sertler	6		
Kendall Wilson	9	Paul M Smith	7	Daryl Graham	6	Marian Sertler	6		

■ By Incentive Structure Payout. Top Legacy Recruiting Agents listed earned at least \$500.  
 ▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.  
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. In case of a tie, top Legacy Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.  
 ★ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

# LEGACY RECRUITING CLUB

## MEMBERS

— By Number of Eligible Legacy Recruits\*



**Duane Shaw**  
Sabrina Lloyd  
15 Recruits  
Gold



**Jonathan Black**  
Giglion-Ackerman  
10 Recruits  
Silver



**John Conard**  
Simon Arias  
10 Recruits  
Silver



**Mary-Delores Ayarzagotia**  
Matt Henderson  
6 Recruits  
Bronze



**Tony Geer**  
Surace-Smith  
6 Recruits  
Bronze



**Brooke Bogs**  
Michael Vasu  
5 Recruits  
Bronze



**Andrew Chambers**  
Philip Prata  
5 Recruits  
Bronze



**Carl Chargois**  
Michael Vasu  
5 Recruits  
Bronze



**Javier Diaz**  
Matt Henderson  
5 Recruits  
Bronze



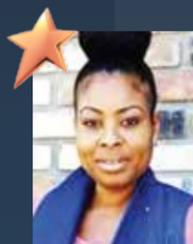
**Brandon Edens**  
Simon Arias  
5 Recruits  
Bronze



**Rita Eisentrager**  
Cochran-Kramme  
5 Recruits  
Bronze



**Ashley Flood**  
Travis Moody  
5 Recruits  
Bronze



**Chaz Hutcherson**  
James Cunningham  
5 Recruits  
Bronze



**Michael Mandella**  
Altig-Orlovic  
5 Recruits  
Bronze



**Brody Maughan-Evanson**  
Simon Arias  
5 Recruits  
Bronze



**Dulce Paz**  
Sabrina Lloyd  
5 Recruits  
Bronze



**Aaron Piotrowski**  
Sabrina Lloyd  
5 Recruits  
Bronze



**Syed Quadri**  
Theodore Pappas  
5 Recruits  
Bronze



**Phillip Roffi**  
Cindy Furer  
5 Recruits  
Bronze

# THE HEAT IS ON!



## Susan Fuldauer

Vice President of  
Public Relations Field Operations

**SUMMER IS IN FULL SWING AND ACTIVITY** is ramping up. The heat is on as both Agency and Public Relations have summer contests in play. It's interesting how a contest can energize, motivate and create results seemingly impossible before the contest period. Why is this? Why does it take a contest to make us work outside our everyday limitations, self-imposed or otherwise?

Can we be self-motivated to work beyond our perceived potential? I believe the answer is 'yes.' We can move beyond our perceived potential by allowing our internal motivators to move us to take the action needed to surpass what had been perceived as our potential. Below are a few of those internal motivators, that, when actively allowed to drive us, can provide the results that an external driver, such as a contest can provide:

1. **INCOME** – While we love what we do and understand why we do what we do, the re-

ward and motivation is often the income generated by our results. It seems that with or without a contest, we are still capable of generating a higher income level by working at top performance levels.

2. **NEED TO LEAD** – Some of us have a built-in, competitive need to lead. Settling for nothing but first, being on top of the numbers is a strong motivator. Tap into this internal driver to stay at the front of the pack.

3. **RECOGNITION** – Working at top performance, always giving it 100% effort, can result in personal recognition, which is a strong internal driver. Being on stage at Convention was always my motivator when I was actively in the field. I enjoyed the accolades for my achievements from both my peers and from the Company.

4. **LEGACY** – Building our personal legacy is another motivator. However, ask yourself this: Do you need a contest to build a greater legacy? If you are invested in building your legacy, that motivation is there, contest or not.

5. **INVESTMENT IN OTHERS' FUTURES** – This is the altruistic motivator. Really car-

ing about the impact we can and do have on working families and our communities through the insurance and public support we provide is motivation at the most basic level. Creating positive change and influence through our work and the satisfaction from this is a strong driver. It's what drives many of us to 'show up' wherever and whenever we are needed.

Having a contest in play can serve as the extra fuel that adds to our already burning fire (desire) to be our best. A contest adds a certain level of fun and excitement to get us to our personal best.

With or without a contest, let's make it a habit to find our inner motivators and consistently work at a level of our personal best. Families depend on us to do just that. The company growth depends on us all to achieve results at our highest level and your personal legacy depends on you individually performing every day at your personal best.

So, heat it up this summer for all these reasons and enjoy the success you create. So many others will be grateful you executed the best possible self-performance. 🔥

# OUR SUPER TEAM



**Rob Gray**  
Vice President of  
Field Operations

### IT SEEMS THE LATEST OBSESSION IS

the recruitment and building of Super Teams. Look no further than the NBA. Their own commissioner says this is the age of the great "arms race." The accumulation of great talent is one thing, but that great talent needs great leadership to win championships!

Make no mistake about it, true team players would rather play on a team of all-stars than be the only franchise guy on a team that never makes the playoff (aka Kevin Durant). Yes, players do win games, but teams win championships in an Era where it is the 5 best players on the floor and also the best 5 that play together. We have to build around team players first!

One of the best recruiting tools great organizations have is the influence and impact of a great leadership team (aka coaching staff). In many cases the opportunity to play for and be developed by a top coach outweighs the upfront money. Great players know that with top tier leadership comes increased income/bonuses with the common denominator being a strong work ethic. Championship teams know that THEIR EDGE over the competition is the way they TRAIN! When adversity hits, you don't rise to the occasion as much as you sink to the level of your training, and

if your training is excellent, you accelerate past everyone else!

When adversity, challenge and hurdles present themselves (and they always do at some point), it's how we RESPOND that determines our outcome. That response is almost always instilled in us by our leadership team.

Great leaders instill and keep us focused on these fundamental principles:

**BECOME REFLECTIVE ON THE CONTEXT OF OUR WORK.** Providing security and dignity for those we service is a powerful force. What we do in our profession can and will have profound effects on our policy holders for years to come. Reminding ourselves that we play a major part in that and that we ultimately have a huge impact on people's financial security can and should bring out the best in us.

**CHANGE OUR ATTITUDES ABOUT WHAT'S POSSIBLE.** It all comes down to breaking paradigms. Records are meant to be broken and record breakers all have one thing in common — unshakable confidence derived from being prepared to handle the biggest challenges. Belief drives behavior and the only thing bigger than reality is belief! Do you believe what you see or do you see what you believe?

**CREATE A 'CADENCE' IN THE WORK-PLACE.** It's the attitude of 'You're NOT up next; you're up NOW!' When you STAY ready, you don't need to GET ready, and this attitude keeps everyone at peak performance. Jim Rohn said it best: "Without a sense of urgency, desire loses its value."

### RECOGNIZE THAT PEAK PERFORMERS HAVE ALREADY FOUND THEIR "WHY."

Finding your why is a process of discovery, not invention. Some people are just that much further down the path than others. Recognize those who have compelling purpose and steer them towards leadership positions. Their burning desire to have meaningful impact on everyone around them is self-evident. Foster that attitude and use it to inspire others.

**CULTIVATE CORE DISCIPLINES THAT BUILD AGENCY CULTURE.** It's important to develop poise and learn fellowship to create a mentality that says we only win if the team wins first. Getting your mind right and accepting accountability for all of your actions takes real maturity and a deep sense of ownership. Take ownership in the process and systems that make us successful. Many times it's as simple as 'stepping up' in activity and leading from the front. Culture cannot operate in a vacuum; it's not an objective ... it's who you, as an Agency team, are.

Remember, history gets to be written by the winners. Winners aren't winners because they never lose; they're winners because they never quit. What builds winning teams is strength of character, unstoppable belief and UNITY! Winning teams are also full of some of the most passionate people you can find. Being passionate makes it impossible to give up. Heart, effort and desire win championships.

Let's make history in 2017 by finishing like champions. American Income Life / National Income Life is OUR Super Team! 🏆

## SGA FANTASY DRAFT SCHEDULE

### GAME WEEK 1

**JUNE 7 - 13**  
Team 1 vs. Team 6  
Team 2 vs. Team 5  
Team 3 vs. Team 4  
Team 7 - Bye

### GAME WEEK 2

**JUNE 14 - 20**  
Team 4 vs. Team 2  
Team 5 vs. Team 1  
Team 6 vs. Team 7  
Team 3 - Bye

### GAME WEEK 3

**JUNE 21 - 27**  
Team 2 vs. Team 7  
Team 3 vs. Team 6  
Team 4 vs. Team 5  
Team 1 - Bye

### GAME WEEK 4

**JUNE 28 - JULY 4**  
Team 5 vs. Team 3  
Team 6 vs. Team 2  
Team 7 vs. Team 1  
Team 4 - Bye

### BYE WEEK

**JULY 5 - JULY 11**

### GAME WEEK 5

**JULY 12 - 18**  
Team 3 vs. Team 1  
Team 4 vs. Team 7  
Team 5 vs. Team 6  
Team 2 - Bye

### GAME WEEK 6

**JULY 19 - 25**  
Team 6 vs. Team 4  
Team 7 vs. Team 3  
Team 1 vs. Team 2  
Team 5 - Bye

### GAME WEEK 7

**JULY 26 - AUG 1**  
Team 7 vs. Team 5  
Team 1 vs. Team 4  
Team 2 vs. Team 3  
Team 6 - Bye

### BYE WEEK

**AUG 2 - 8**

### PLAYOFFS

**AUG 9 - 22**  
1<sup>st</sup> Place vs. 4<sup>th</sup> Place  
2<sup>nd</sup> Place vs. 3<sup>rd</sup> Place

### BYE WEEKS

**AUG 23 - 29**  
**AUG 30 - SEPT 5**  
**SEPT 6 - 12**

### SUPERBOWL

**SEPT 13 - 26**



# THE GAME IS ON!

## AIL/NILICO FANTASY DRAFT

For the first time ever, members of our Agency field force and PR teams are combining their respective talents to form epic Dream Teams. Led by Category I SGAs and the PR Directors, it's a clash of the titans to determine the best of the best. May the best teams win!

[CHECK OUT THE FANTASY DRAFT TEAMS >](#)



**TEAM 1  
ZACH HART**

Erin Allen  
Souley Bah  
Kyle Johnson  
Corey Neff  
Byron Paz  
Antonio Reyes  
Imran Satti  
Albert Serur  
Michael Vasu



**TEAM 2  
THEO PAPPAS**

Randall Cook  
Chad Deley  
Steve Friedlander  
Cindy Furer  
Chad Potts  
Scott Rehberg  
Moswen Taylor  
Jeremy Welch  
Tom Williams



**TEAM 3  
SURACE-SMITH**

Richard Correa  
Chris Hernandez  
Jamison Weatherspoon  
James Cunningham  
Daniel Umbertone  
Tiffany Roland  
Greg Graham  
Robert Smith  
Brandon MacDonald



**TEAM 4  
GIGLIONE-ACKERMAN**

Ryan Bisanz  
Eric Cochran  
Cochran-Kramme  
Joe Dicedue  
Don Foti  
David Hausman  
Johnson-Nelson  
Stephen Jubrey  
Cisco Perez



**JACKIE LOWE**

Beth Farm  
Carmella Swanson  
Deborah Boles  
Al Wall  
Bernie Weaver  
Bryan Uhl  
Chas Robinson  
Cindy Kunce  
Darrell Dorey  
Donald Spohn  
Erica Dalager

George Farenthold  
Jeffrey Hapke  
Krissa Hensley  
Laurie Gruber  
Lisa McGee  
Ralph Beard  
Randy Stockley  
Shane Knowles  
Stephen Matous  
Vivian Dwyer  
William Slocum



**JASON BECKMAN**

Chuck Hill  
John Keliher  
Tamara Williams  
Becky Cutler  
Crystal Senour  
Donna Lamontagna  
Gary Rothman  
George Murry  
Jeanette Dodd  
Jermaine Moore  
Katy Hogge

Kevin McKeen  
Lori Vaughn  
Mario Soljan  
Mark Flemm  
Pam Monetti  
Patrena Smith  
Rebecca Klebsch  
Robin Andrade  
Rona Pileggi Spano  
Tommy Flynn  
Viki Farr



**PATTI MORGAN**

Billy Sauers  
Cindy Cleary  
Judy Spade  
Katherine Pratt  
Anna Guido Rohrer  
Dee Hettinger  
Dianna Lueke  
Dion Dizon  
Erin McKee  
Fran Christie  
Janis Pitts

Jerry Hartnett  
Lisa Bennett  
Lisa Guay  
Lisa West  
Lou Nell Busby  
Melissa Lively  
Robin Denham  
Steve Sanchez  
Sue Akers  
Timothy Leary  
Tracy Smith



**TEAM 5  
SIMON ARIAS**

Arias-Cimino  
Jared Cleckner  
Desi Dimitrova  
Ryan Giddens  
Mat Hart  
Matt Henderson  
Travis Moody  
Oldham-Gryska  
Beto Quintero



**TEAM 6  
SABRINA LLOYD**

Slav Bitman  
Cohen-Cohen  
Gabe Feldmann  
Laura Fisher  
Dorian Oldham  
Philip Prata  
Ray Risucci  
Brian Traboulay



**TEAM 7  
ALTIG-ORLOVIC**

Jose Carvajal  
Joshua Chalom  
Samantha Chui  
Allan Jennings  
Robert Olson  
Kris Thieme  
Dustin Venekamp  
John Young



**DENISE GILBERT**

Amanda Mlinaz  
Brian Ryan  
Christa Davis  
Amanda Cross  
Brett Hulme  
Casey Cash  
Cheryl Cook  
David Blaisdell  
David Scalisi  
Donna Althue  
Jason Panzera

Jessica Treybick  
John Wagner  
Kathy Pappas  
Lacy Martin  
Larry Lozano  
Leo Van Den Bussche  
Malka Arony  
Michael Cooper  
Rebecca Rozario  
Susan Gilbert  
Tim O'Connor



**MICHELLE BAXTER**

Dawn Trudden  
JT Tasker  
Rosanna Gill  
Brenda Di Somma  
Carl Zaboltny  
Cas Robinson  
Holland Harris  
Irene Rrycz  
Ken Altizer  
Lisa Queener  
Maria Siero  
Mark Gagliardi

Nicole McCarthy  
Nicole Pate  
Sarah Thomson-  
Dufrechou  
Shannon Bennett  
Stephanie  
Baumann  
Steve Orcherton  
Tony Anderson  
Travis Daniels  
Vanessa Dean  
Wendy Sundeen





**1**  
**EREZ SHABTAY**  
HOUSTON, TX



**2**  
**MICHAEL VAN DELFT**  
HALIFAX, NS



**3**  
**AL ALKURDI**  
LOMBARD, IL



**4**  
**TAD TEETERS**  
CLEVELAND, OH



**5**  
**KEVIN GILLUM**  
CLEVELAND, OH



**6**  
**JOEL SCULLIN**  
TROY, MI



**7**  
**TREVOR FUDGE**  
TROY, MI



**8**  
**CODY DIXON**  
HALIFAX, NS



**9**  
**BROOKLYN MIMS**  
INDIANAPOLIS, IN



**10**  
**RYAN M VANCE**  
CLEVELAND, OH



**11**  
**ROGHIE HASSAN LOO**  
TORONTO, ON



**12**  
**KATIE MASSART**  
COCHRANE, AB



**13**  
**RICARDO BENSON**  
CLEVELAND, OH



**14**  
**GJON LJULJDURAJ**  
TROY, MI



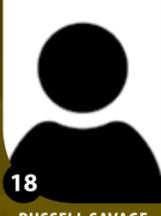
**15**  
**BRYAN JUSKIW**  
COLUMBUS, OH



**16**  
**OLEG NOVITCHII**  
CLEVELAND, OH



**17**  
**ALLIYAH WILLIAMS**  
HOUSTON, TX



**18**  
**RUSSELL SAVAGE**  
HOUSTON, TX



**19**  
**TRENTON MILLER**  
SANTA ROSA, CA



**20**  
**MIKE SUKHBAATAR**  
JACKSON, MS



**KEIL KUNZER**  
WEXFORD, PA



**JERMAINE DORSEY**  
HOUSTON, TX



**RICHARD SCHOONOVER**  
TROY, MI

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

## JUNE

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Erez Shabtay	\$173,887		84.8	Erez Shabtay	Michael Vasu
2	Michael van Delft	105,154		80.9	Scott Wheeler	Imran Satti
3	Al Alkurdi	76,026		81.4	David Wang	Bob Olson
4	Tad Teeters	68,207		86.9	Marc Salvaggi	Surace-Smith
5	Kevin Gillum	53,188		92.4	Marc Salvaggi	Surace-Smith
6	Joel Scullin	51,186	94		Mark Dushaj	Zachary Hart
7	Trevor Fudge	50,066	100		Mark Dushaj	Zachary Hart
8	Cody Dixon	49,008	94		Scott Wheeler	Imran Satti
9	Brooklyn Mims	48,592		76.8	Lisa Richardson	Moswen Taylor
10	Ryan M Vance	48,035		97.5	Marc Salvaggi	Surace-Smith
11	Roghie Hassan Loo	47,396		78.2	Roghie Hassan Loo	Josh Chalom
12	Katie Massart	46,056		87.1	John M McGrath	Altig-Orlovic
13	Ricardo Benson	44,424		92.1	Marc Salvaggi	Surace-Smith
14	Gjon Ljuljduraj	44,083	95		Mark Dushaj	Zachary Hart
15	Bryan Juskiw	37,311		83.1	Daniel Hartwig	Surace-Smith
16	Oleg Novitchii	36,716		87.8	Matthew Parks	Surace-Smith
17	Alliyah Williams	35,974	97		Erez Shabtay	Michael Vasu
18	Russell Savage	33,105	90		Erez Shabtay	Michael Vasu
19	Trenton Miller	32,868	100		Mark Neilson	Altig-Orlovic
20	Mike Sukhbaatar	31,001		91.7		Daniel Umbertone
21	Keil Kunzer	30,700	100		Matthew Diulus	Simon Arias
22	John Vacca	29,404		81.1	Thomas Vena	Simon Arias
23	Jermaine Dorsey	29,119	91		Erez Shabtay	Michael Vasu
24	Matthew Zang	28,681		88.4	Ryan Stenglein	Altig-Orlovic
25	Daniel Hanson	27,977		87.9	David Romfoe	Chad Deley
26	Megen Burnett	27,943	98		Steve Bryant	Ryan Giddens
27	Daniel Prinzo	27,656		82.9	Marc Salvaggi	Surace-Smith
28	Muhammed Ashraf	27,335		85.3	Muhammed Ashraf	Theodore Pappas
29	Richard Carter	27,254		91.6	Nicholas Lorence	Altig-Orlovic
30	Benjamin Ainscough	27,118		78.5	Troy Plummer	Altig-Orlovic
31	Oscar Garcia-Gamez	26,916		77.6	Doreen Ryan-Foti	Don Foti
32	Richard Schoonover	26,290	100		Mark Dushaj	Zachary Hart
33	Ryan Fogel	25,987		85.8	Shai Mate	Altig-Orlovic
34	Priscila Gonzalez	25,977		84.1	Mark Neilson	Altig-Orlovic
35	Candy Henderson	25,925		75.0	Robert Locke	Ryan Giddens
36	Alma B Gonzalez	25,697		84.8	Doreen Ryan-Foti	Don Foti
37	Cory Cannataro	25,190		91.2	Dominic Telymonde	Giglione-Ackerman
38	Miles Crudup	25,184	100		Mark Dushaj	Zachary Hart
39	Brian Cabral	25,010		78.3	Sara Vaz	Altig-Orlovic
40	Alvin Ali	24,471		78.0	Doreen Ryan-Foti	Don Foti
41	James Clark Jr	24,412		80.5	Jesse Spencer	Stephen Jubrey
42	Lee van Delft	24,054		83.2	Robert Kanaan	Imran Satti
43	Kenan Hyseni	24,016		73.1	Sara Vaz	Altig-Orlovic
44	Juan Soto	23,886	88		Erez Shabtay	Michael Vasu
45	Crystal Melao	23,708		85.7	Ryan Kendl	Altig-Orlovic
46	Nayeli Gonzalez	23,695	92		Christina Meyer	Sabrina Lloyd
47	Jordan Graham	23,449		87.7	Zach Otto	Sabrina Lloyd
48	Justin Allain	23,105		85.0	Scott Wheeler	Imran Satti
49	Andre Fonseca	22,784	98		Aziz Farsakh	Theodore Pappas
50	John Santosuosso	22,390	83		Kimberly Hamilton	Oldham-Gryska

ALL TIME RECORD: \$173,887 Net ALP — EREZ SHABTAY

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Al Alkurdi	\$400,571		81.4	David Wang	Bob Olson
*2	Michael van Delft	274,788		80.9	Scott Wheeler	Imran Satti
*3	Roghie Hassan Loo	197,125		78.2	Roghie Hassan Loo	Josh Chalom
*4	Erez Shabtay	172,138		84.8	Erez Shabtay	Michael Vasu
*5	Oleg Novitchii	160,133		87.8	Matthew Parks	Surace-Smith
*6	Katie Massart	154,340		87.1	John M McGrath	Altig-Orlovic
*7	Johnathon Bogoslawski	153,080		86.0	Sara Vaz	Altig-Orlovic
*8	Bryan Juskiw	137,597		83.1	Daniel Hartwig	Surace-Smith
*9	Ryan M Vance	133,727		97.5	Marc Salvaggi	Surace-Smith
*10	Mike Sukhbaatar	132,295		91.7		Daniel Umbertone
11	Cory Cannataro	131,522		91.2	Dominic Telymonde	Giglione-Ackerman
12	Brooklyn Mims	130,925		76.8	Lisa Richardson	Moswen Taylor
13	Benjamin Ainscough	130,364		78.5	Troy Plummer	Altig-Orlovic
14	Kevin Ishikane	127,068		77.6	Blake Higuchi	Altig-Orlovic
15	Crystal Melao	124,364		85.7	Ryan Kendl	Altig-Orlovic
16	Kenan Hyseni	122,910		73.1	Sara Vaz	Altig-Orlovic
17	Brian Cabral	120,701		78.3	Sara Vaz	Altig-Orlovic
18	Max Quasem	120,498		87.0		Cohen-Cohen
19	Jacqueline Kabluyen	117,903	92		Ryan Kendl	Altig-Orlovic
20	Richard Carter	115,908		91.6	Nicholas Lorence	Altig-Orlovic
21	Joey Kennedy	115,820		77.5	Ashlynn Orng	Altig-Orlovic
22	Tad Teeters	115,176		86.9	Marc Salvaggi	Surace-Smith
23	Alvin Ali	113,619		78.0	Doreen Ryan-Foti	Don Foti
24	Jordan Graham	113,444		87.7	Zach Otto	Sabrina Lloyd
25	Mark Lomonaco	112,881		82.7	Richard Mansfield	Altig-Orlovic
26	Mark Neilson	107,773		82.8	Ryan Kendl	Altig-Orlovic
27	Kevin Gillum	104,142		92.4	Marc Salvaggi	Surace-Smith
28	Nicholas Triantafyllidis	103,317		77.2	Ryan Wilson	Philip Prata
29	Ricardo Benson	102,793		92.1	Marc Salvaggi	Surace-Smith
30	Alex Gonzales	101,958		83.1	Anthony Theriault	Mathew Hart
31	Meardey Kim	100,599		76.3	Yussuf Elzein	Altig-Orlovic
32	Lily Sakai	100,210		88.7		Cohen-Cohen
33	Muhammed Ashraf	99,976		85.3	Muhammed Ashraf	Theodore Pappas
34	Matthew Zang	97,654		88.4	Ryan Stenglein	Altig-Orlovic
35	Ross Ewen	97,300		90.0		Scott Rehberg
36	Daniel Prinzo	96,962		82.9	Marc Salvaggi	Surace-Smith
37	Mark Dushaj	96,464		81.8	Mark Dushaj	Zachary Hart
38	Bruce Tan	95,868		88.3	Jonathan Emura	Altig-Orlovic
39	John Santosuosso	92,159	83		Kimberly Hamilton	Oldham-Gryska
40	Angela DeVivo	89,445		86.9	Michael Clemente	Simon Arias
41	Cody Dixon	88,891	94		Scott Wheeler	Imran Satti
42	Diana Al Ali	88,771		86.4	Yussuf Elzein	Altig-Orlovic
43	Michael Botond	88,583		86.4	Alex Kae	Altig-Orlovic
44	Cody Spencer	88,484		79.0	Clint Uwaine	Altig-Orlovic
45	Joseph Sarasin	88,393		89.3	Daniel Hartwig	Surace-Smith
46	Danielle Melton	88,084	83		Erez Shabtay	Michael Vasu
47	Yadollah Pourjalali	87,110		75.2		Cohen-Cohen
48	Ronald Rivera	86,583		83.4	Sean Velasquez	Cohen-Cohen
49	Lleison Martinez	86,462		82.5	Begona Patino-Lopez	Cisco Perez
50	Payman Ghaysari	86,298		76.7	Scott Wheeler	Imran Satti

ALL TIME RECORD: \$779,641 Net ALP — AL ALKURDI

# SUPERVISING AGENTS



**1** JEFFREY HUDSON  
TROY, MI

**2** BRADY FOREMAN  
HOUSTON, TX

**3** SHANE VALENTINE  
WEXFORD, PA

**4** ANTOINETTE WILLIAMS  
HOUSTON, TX

**5** SKAY NUSENU  
SCHAUMBURG, IL

**6** DOMINICK WILLIAMS  
HOUSTON, TX

**7** DARYL GRAHAM  
CLEVELAND, OH

**8** CLAYTON SLAUGHTER  
HOUSTON, TX

**9** JUSTIN ALLAIN  
HALIFAX, NS

**10** JOSE VIRAMONTES  
HOUSTON, TX

## JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Jeffrey Hudson	\$268,100	\$268,100	96	Mark Dushaj	Zachary Hart	
2	Brady Foreman	69,058	70,351	87	Erez Shabtay	Michael Vasu	
3	Shane Valentine	63,676	62,072	97	Matthew Diulus	Simon Arias	
4	Antoinette Williams	59,041	61,852	92	Erez Shabtay	Michael Vasu	
5	Skay Nusenu	58,738	58,738	84	Christina Meyer	Sabrina Lloyd	
6	Dominick Williams	52,555	52,912	91	Erez Shabtay	Michael Vasu	
7	Daryl Graham	51,866	57,453		83.7	Matthew Parks	Surace-Smith
8	Clayton Slaughter	51,615	54,658	87	Erez Shabtay	Michael Vasu	
9	Justin Allain	51,403	74,508	91	Scott Wheeler	Imran Satti	
10	Jose Viramontes	49,720	55,037	89	Erez Shabtay	Michael Vasu	
11	Joshua Lowman	47,585	44,312	85	Alix Albright	Simon Arias	
12	Dylan Murphy	42,398	46,948	91	Tyler Worstell	Simon Arias	
13	Francisco Vasquez	40,437	39,668	87	Erez Shabtay	Michael Vasu	
14	Lynn Jenkins	34,885	50,883		75.8	Andre McCallum	Zachary Hart
15	Ronald McCormick	32,815	32,815		77.8	Joshua Crisp	Zachary Hart
16	Amarildo Hajro	32,583	41,435	95	Nicholas Scordos	Surace-Smith	
17	Cory Schroeder	32,296	38,333	92	Beau Locker	Matt Henderson	
18	Anthony Greco	31,909	38,072	88	Patrick Knouse	Slav Bitman	
19	Roy Kay	31,773	38,227	90	Joshua West	Michael Vasu	
20	Landon Schlag	31,276	43,354	90	Matthew Turnquist	Richard Correa	

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Jeffrey Hudson	\$336,296	\$349,935	96	Mark Dushaj	Zachary Hart	
*2	Brady Foreman	283,983	297,867	87	Erez Shabtay	Michael Vasu	
*3	Brooke Bogs	200,390	226,354		85.6	Erez Shabtay	Michael Vasu
*4	Jose Viramontes	190,474	206,096	89	Erez Shabtay	Michael Vasu	
*5	Antoinette Williams	165,890	176,659	92	Erez Shabtay	Michael Vasu	
6	Brandon Neal	162,218	192,243	86	DeAnthony Hartman	Zachary Hart	
7	Clayton Slaughter	157,001	160,750	87	Erez Shabtay	Michael Vasu	
8	Ronald McCormick	144,467	144,043		77.8	Joshua Crisp	Zachary Hart
9	Skay Nusenu	139,558	141,972	84	Christina Meyer	Sabrina Lloyd	
10	Lynn Jenkins	137,563	194,493		75.8	Andre McCallum	Zachary Hart
11	Adam Hanna	134,297	153,470		75.2	Tyler Worstell	Simon Arias
12	Justin Allain	128,693	179,396	91	Scott Wheeler	Imran Satti	
13	Kenan Hyseni	123,750	197,617		87.7	Sara Vaz	Altig-Orlovic
14	Mark Tusing	121,409	151,655		74.9	Matthew Diulus	Simon Arias
15	Francisco Vasquez	121,320	146,934	87	Erez Shabtay	Michael Vasu	
16	Joshua Lowman	120,485	125,650	85	Alix Albright	Simon Arias	
17	Daryl Graham	114,886	170,076		83.7	Matthew Parks	Surace-Smith
18	Ryan M Vance	107,417	240,646		90.2	Marc Salvaggi	Surace-Smith
19	Arthur Trost	106,427	148,109		78.3	Steven King	Zachary Hart
20	Dylan Murphy	102,920	130,421	91	Tyler Worstell	Simon Arias	

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$659,568 Net ALP — GEORGE KAMEL

# GENERAL AGENTS



**1** MEGAN JOHNSON  
HOUSTON, TX

**2** ADAM CHESNEY  
TROY, MI

**3** ERIC THOMPSON  
CLEVELAND, OH

**4** PATRYCJA GRUDZINSKA  
SCHAUMBURG, IL

**5** STEVEN BAUM  
SCHAUMBURG, IL

**6** BRENT BOWLING  
CLEVELAND, OH

**7** ROBERT ADRAHTAS  
SCHAUMBURG, IL

**8** SHIV PATEL  
SCHAUMBURG, IL

**9** KERRY ZORNS  
HOUSTON, TX

**10** WILLIAM TOMPKINS  
HOUSTON, TX

## JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Megan Johnson	\$393,567	\$437,263		85.1	Erez Shabtay	Michael Vasu
2	Adam Chesney	309,427	308,492		75.0	Mark Dushaj	Zachary Hart
3	Eric Thompson	103,214	159,956		83.1	Matthew Parks	Surace-Smith
4	Patrycja Grudzinska	98,876	123,453		82.8	Marian Sertler	Sabrina Lloyd
5	Steven Baum	94,781	96,844	91		Zach Otto	Sabrina Lloyd
6	Brent Bowling	89,234	368,582		83.6	Marc Salvaggi	Surace-Smith
7	Robert Adrahtas	73,330	73,330		92.9	Duane Shaw	Sabrina Lloyd
8	Shiv Patel	68,480	76,770	85		Christina Meyer	Sabrina Lloyd
9	Kerry Zorns	68,380	77,089	92		Steve Bryant	Ryan Giddens
10	William Tompkins	66,553	117,969		80.0	Robert Locke	Ryan Giddens
11	Eric Snyder	60,315	61,713		72.7	Matthew Diulus	Simon Arias
12	Alma Lozano	59,382	115,743		80.5	John Nieves	Richard Correa
13	Nacole Newbold	59,068	185,505		76.2	Scott Wheeler	Imran Satti
14	Mike Paragiou	57,453	83,181		78.2	Nicholas Scordos	Surace-Smith
15	Tony Geer	56,132	71,745	94		Joshua Dishong	Surace-Smith
16	Francis Ingulli	52,593	66,766		75.7	Michael Clemente	Simon Arias
17	Thomas Longino	51,621	84,072		76.7	Ernest Powell	Michael Vasu
18	Corey Niro	49,585	61,515	100		Joshua West	Michael Vasu
19	Andrew Hynan	48,486	84,498		76.8	Ryan Stenglein	Altig-Orlovic
20	Wadnerson Boileau	47,681	50,151	91		Michelle Martinez Aviles	Beto Quintero

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Megan Johnson	\$1,565,713	\$1,711,080		85.1	Erez Shabtay	Michael Vasu
*2	Adam Chesney	436,206	517,193		75.0	Mark Dushaj	Zachary Hart
*3	Eric Thompson	356,242	715,435		83.1	Matthew Parks	Surace-Smith
*4	Brent Bowling	321,468	1,069,169		83.6	Marc Salvaggi	Surace-Smith
*5	Patrycja Grudzinska	310,158	366,112		82.8	Marian Sertler	Sabrina Lloyd
6	Alma Lozano	292,262	481,616		80.5	John Nieves	Richard Correa
7	Adam Kidikas	281,381	398,076		87.1	Joshua West	Michael Vasu
8	Tony Geer	275,874	315,939	94		Joshua Dishong	Surace-Smith
9	Derek Foore	271,617	644,941		86.0	Marc Salvaggi	Surace-Smith
10	Danielle Morales	259,128	323,624	89			Giglione-Ackerman
11	Andrew Hynan	257,957	430,758		76.8	Ryan Stenglein	Altig-Orlovic
12	Thomas Longino	252,496	358,878		76.7	Ernest Powell	Michael Vasu
13	William Tompkins	244,784	389,675		80.0	Robert Locke	Ryan Giddens
14	Steven Baum	242,175	249,851	91		Zach Otto	Sabrina Lloyd
15	Mike Paragiou	228,071	452,838		78.2	Nicholas Scordos	Surace-Smith
16	Azar Afnan	217,068	377,206		74.7	Rodney Ward	Zachary Hart
17	Randy O'Campo	216,896	307,443	90		Blake Higuchi	Altig-Orlovic
18	Jesus Tolentino	211,278	285,742	87		Glenn Martin	Giglione-Ackerman
19	Eric Snyder	207,033	238,681		72.7	Matthew Diulus	Simon Arias
20	Dean Gushi	206,114	332,045		81.6	Dan Ikei	Altig-Orlovic

ALL TIME RECORDS: \$1,565,713 1st 6 Mo Agt — MEGAN JOHNSON | \$1,751,795 Net ALP — BRENT BOWLING

# MASTERGENERALAGENTS



**1**  
EREZ SHABTAY  
HOUSTON, TX



**2**  
MARK DUSHAJ  
TROY, MI



**3**  
MARC SALVAGGI  
CLEVELAND, OH



**4**  
RYAN KENDL  
SANTA ROSA, CA



**5**  
MARK NEILSON  
PROVO, UT



**6**  
MATTHEW PARKS  
CLEVELAND, OH



**7**  
DANIEL HARTWIG  
COLUMBUS, OH



**8**  
STEVE BRYANT  
HOUSTON, TX



**9**  
ZACH OTTO  
SCHAUMBURG, IL



**10**  
JOSHUA WEST  
AUSTIN, TX

## JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Erez Shabtay	\$393,567	\$611,151		84.5	Michael Vasu
2	Mark Dushaj	305,620	299,303		84.1	Zachary Hart
3	Marc Salvaggi	148,698	594,010		84.5	Surace-Smith
4	Ryan Kendl	138,865	246,780		84.1	Altig-Orlovic
5	Mark Neilson	118,374	194,826	91		Altig-Orlovic
6	Matthew Parks	113,785	227,828		84.1	Surace-Smith
7	Daniel Hartwig	105,874	265,286		76.0	Surace-Smith
8	Steve Bryant	90,827	121,154		73.0	Ryan Giddens
9	Zach Otto	88,488	204,427		76.3	Sabrina Lloyd
10	Joshua West	79,211	126,102		83.9	Michael Vasu
11	Tyler Worstell	78,639	104,778		73.5	Simon Arias
12	Beau Locker	76,656	180,191		75.1	Matt Henderson
13	Doreen Ryan-Foti	75,722	369,360		80.0	Don Foti
14	Mack Doby	71,723	117,868		77.5	Joseph Diecedue
15	Duane Shaw	70,783	70,044		76.5	Sabrina Lloyd
16	Christina Meyer	70,593	83,193		73.8	Sabrina Lloyd
17	Joshua Krueger	70,419	95,944		79.9	Richard Correa
18	Nicholas Scordos	68,870	118,749		78.8	Surace-Smith
19	Corey Helly	66,973	117,130		77.7	Giglione-Ackerman
20	Scott Wheeler	66,735	219,630		79.8	Imran Satti

ALL TIME RECORDS: \$393,922 1st 6 Mo Agt — OFATUPOUNIUA | \$611,151 Net ALP — EREZ SHABTAY

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Erez Shabtay	\$1,550,268	\$1,866,982		84.5	Michael Vasu
*2	Marc Salvaggi	657,907	1,914,063		84.5	Surace-Smith
*3	Ryan Kendl	519,127	963,239		84.1	Altig-Orlovic
*4	Matthew Parks	500,100	1,093,150		84.1	Surace-Smith
*5	Mark Neilson	480,125	761,940	91		Altig-Orlovic
6	Daniel Hartwig	457,911	1,593,016		76.0	Surace-Smith
7	Johnny Ly	431,724	582,945		72.8	Giglione-Ackerman
8	Joshua Krueger	430,916	605,363		79.9	Richard Correa
9	Mark Dushaj	407,790	589,178		84.1	Zachary Hart
10	Andre McCallum	399,322	646,762		74.1	Zachary Hart
11	Tyler Worstell	361,489	528,709		73.5	Simon Arias
12	Andrew Wagner	357,786	571,057		73.9	Oldham-Gryska
13	Syed Quadri	355,197	723,709		76.7	Theodore Pappas
14	Kimberly Hamilton	353,307	646,712		77.4	Oldham-Gryska
15	Elias Boles	334,096	485,172		79.3	Oldham-Gryska
16	Joshua West	332,645	483,906		83.9	Michael Vasu
17	Michelle Martinez Aviles	332,632	340,461		80.3	Beto Quintero
18	Brian Zuzick	324,625	592,591		81.7	Laura Fisher
19	Mack Doby	324,622	464,384		77.5	Joseph Diecedue
20	Joshua Crisp	320,994	406,483		77.5	Zachary Hart

ALL TIME RECORDS: \$2,554,545 1st 6 Mo Agt — MARIAN SERTLER | \$3,470,564 Net ALP — PATRICK BENDURE

# REGIONALGENERALAGENTS



**1**  
RYAN FICKERT  
TROY, MI



**2**  
EREZ SHABTAY  
HOUSTON, TX



**3**  
MICHAEL LARAMIE  
HOUSTON, TX



**4**  
MATTHEW PARKS  
CLEVELAND, OH



**5**  
ROBERT JANEV  
SCHAUMBURG, IL

## JUNE

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Ryan Fickert	\$562,893	\$789,121		76.9	Zachary Hart
2	Erez Shabtay	548,974	873,650		83.6	Michael Vasu
3	Michael Laramie	529,646	881,813		77.6	Michael Vasu
4	Matthew Parks	379,967	1,054,102		83.6	Surace-Smith
5	Robert Janev	275,692	463,470		73.6	Sabrina Lloyd
6	Matthew Turnquist	245,931	390,003		78.8	Richard Correa
7	Stephen Giddens	202,616	355,781		75.0	Ryan Giddens
8	Patrick Bendure	200,020	503,112		83.5	Surace-Smith
9	Corey Helly	193,809	292,909		74.0	Giglione-Ackerman
10	Marc Salvaggi	180,097	659,136		83.4	Surace-Smith

ALL TIME RECORDS: \$669,441 1st 6 Mo Agt — ROBERT JANEV | \$1,054,102 Net ALP — MATTHEW PARKS

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Michael Laramie	\$2,346,779	\$3,347,600		77.6	Michael Vasu
*2	Ryan Fickert	2,147,946	3,435,694		76.9	Zachary Hart
3	Erez Shabtay	2,038,177	2,701,590		83.6	Michael Vasu
4	Matthew Parks	1,618,144	4,275,408		83.6	Surace-Smith
5	Robert Janev	1,183,079	1,926,966		73.6	Sabrina Lloyd
6	Matthew Turnquist	1,134,012	1,833,175		78.8	Richard Correa
7	Corey Helly	1,081,596	1,765,281		74.0	Giglione-Ackerman
8	Patrick Bendure	1,024,910	2,941,837		83.5	Surace-Smith
9	Nicholas Lorence	844,081	1,875,706		76.7	Altig-Orlovic
10	Syed Quadri	830,222	1,685,901		76.8	Theo Pappas

ALL TIME RECORDS: \$5,230,627 1st 6 Mo Agt | \$7,822,932 Net ALP



**SURACE-SMITH**



**MICHAEL VASU**



**IMRAN SATTI**



**CINDY FURER**



**RYAN GIDDENS**



**COREY NEFF**



**BYRON PAZ**



**GREG GRAHAM**



**SOULEY BAH**



**BETO QUINTERO**

## TOP PERFORMANCE FACTOR



**RYAN GIDDENS**  
Category V  
226.1% Performance Factor



**MICHAEL VASU**  
Category II  
181.5% Performance Factor



**BYRON PAZ**  
Category VII  
172.8% Performance Factor

Top three every month by performance factor.

## JUNE

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
<b>I Surace-Smith</b>	<b>139.5</b>	<b>\$629,206</b>	<b>\$460,000</b>	<b>136.8</b>	<b>\$1,107,472</b>	<b>\$779,000</b>	<b>142.2</b>	<b>\$1,736,678</b>	<b>30.2</b>		<b>83.0</b>
Zachary Hart	129.4	643,164	435,000	147.9	378,652	341,000	111.0	1,021,816	48.6		76.9
Simon Arias	109.3	686,366	599,000	114.6	581,975	560,000	103.9	1,268,341	-4.3		74.3
Altig-Orlovic	95.1	1,246,352	1,266,000	98.4	2,091,314	2,277,000	91.8	3,337,666	5.7		79.2
Gigliione-Ackerman	93.5	387,320	474,000	81.7	324,449	308,000	105.3	711,769	9.0		74.0
<b>II Michael Vasu</b>	<b>181.5</b>	<b>\$637,650</b>	<b>\$309,000</b>	<b>206.4</b>	<b>\$429,136</b>	<b>\$274,000</b>	<b>156.6</b>	<b>\$1,066,786</b>	<b>151.9</b>		<b>77.4</b>
Don Foti	130.6	129,600	100,000	129.6	426,292	324,000	131.6	555,892	39.0		78.9
Tom Williams	123.3	219,449	157,000	139.8	346,315	324,000	106.9	565,764	40.4	88	
Richard Correa	120.1	341,793	303,000	112.8	225,318	177,000	127.3	567,111	14.7		77.3
<b>III Imran Satti</b>	<b>136.4</b>	<b>\$127,701</b>	<b>\$115,000</b>	<b>111.0</b>	<b>\$313,952</b>	<b>\$194,000</b>	<b>161.8</b>	<b>\$441,653</b>	<b>-8.1</b>		<b>76.5</b>
Matt Henderson	134.5	204,524	200,000	102.3	211,693	127,000	166.7	416,217	32.9		74.9
Dustin Venekamp	122.3	118,638	135,000	87.9	195,835	125,000	156.7	314,472	53.3		77.0
<b>IV Cindy Furer</b>	<b>104.3</b>	<b>\$63,719</b>	<b>\$61,000</b>	<b>104.5</b>	<b>\$142,571</b>	<b>\$137,000</b>	<b>104.1</b>	<b>\$206,289</b>	<b>5.9</b>		<b>76.9</b>
Jamison Weatherspoon	90.6	88,014	123,000	71.6	101,905	93,000	109.6	189,919	12.3		76.5
<b>V Ryan Giddens</b>	<b>226.1</b>	<b>\$202,616</b>	<b>\$95,000</b>	<b>213.3</b>	<b>\$157,622</b>	<b>\$66,000</b>	<b>238.8</b>	<b>\$360,238</b>	<b>144.9</b>		<b>75.7</b>
Albert Serur	138.7	89,395	73,000	122.5	133,310	86,000	155.0	222,705	57.8		74.1
Slav Bitman	113.8	117,189	95,000	123.4	103,128	99,000	104.2	220,317	59.6		76.7
<b>VI Corey Neff</b>	<b>144.2</b>	<b>\$70,263</b>	<b>\$96,000</b>	<b>73.2</b>	<b>\$103,347</b>	<b>\$48,000</b>	<b>215.3</b>	<b>\$173,609</b>	<b>-14.0</b>		<b>74.5</b>
Stephen Jubrey	98.4	86,281	74,000	116.6	65,810	82,000	80.3	152,091	-8.1		77.2
Brian Traboulay	94.7	49,118	39,000	125.9	60,292	95,000	63.5	109,410	-24.7		75.8
<b>VII Byron Paz</b>	<b>172.8</b>	<b>\$87,131</b>	<b>\$49,000</b>	<b>177.8</b>	<b>\$78,869</b>	<b>\$47,000</b>	<b>167.8</b>	<b>\$166,000</b>	<b>85.1</b>		<b>75.7</b>
Moswen Taylor	136.6	68,983	66,000	104.5	80,975	48,000	168.7	149,958	58.8		79.6
Travis Moody	109.1	58,448	47,000	124.4	72,330	77,000	93.9	130,779	5.2		81.3
Allan Jennings	92.2	40,035	64,000	62.6	68,223	56,000	121.8	108,258	18.8		80.8
<b>VIII Greg Graham</b>	<b>133.1</b>	<b>\$49,677</b>	<b>\$47,000</b>	<b>105.7</b>	<b>\$61,014</b>	<b>\$38,000</b>	<b>160.6</b>	<b>\$110,692</b>	<b>47.0</b>	<b>94</b>	
Samantha Chui	123.3	46,210	59,000	78.3	47,132	28,000	168.3	93,342	23.8		72.8
Erin Allen	104.9	33,714	69,000	48.9	28,983	18,000	161.0	62,697	44.5		76.7
<b>IX Souley Bah</b>	<b>159.7</b>	<b>\$41,769</b>	<b>\$32,000</b>	<b>130.5</b>	<b>\$60,459</b>	<b>\$32,000</b>	<b>188.9</b>	<b>\$102,228</b>	<b>470.9</b>		<b>97</b>
Randall Cook	116.5	52,360	54,000	97.0	35,350	26,000	136.0	87,710	32.3		73.8
<b>X Beto Quintero</b>	<b>161.5</b>	<b>\$90,142</b>	<b>\$32,000</b>	<b>281.7</b>	<b>\$9,066</b>	<b>\$22,000</b>	<b>41.2</b>	<b>\$99,208</b>	<b>N/A</b>		<b>83.6</b>
John Young	104.7	48,524	32,000	151.6	12,728	22,000	57.9	61,252	541.1		73.9
Ryan Bisanz	101.8	45,780	32,000	143.1	13,340	22,000	60.6	59,119	174.1		88

## YTD

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
<b>I Surace-Smith</b>	<b>109.6</b>	<b>\$2,930,873</b>	<b>\$2,760,000</b>	<b>106.2</b>	<b>\$5,286,262</b>	<b>\$4,674,000</b>	<b>113.1</b>	<b>\$8,217,134</b>	<b>25.5</b>		<b>83.0</b>
Zachary Hart	98.1	2,807,421	2,610,000	107.6	1,814,849	2,046,000	88.7	4,622,270	15.2		76.9
Altig-Orlovic	95.4	7,377,519	7,596,000	97.1	12,793,028	13,662,000	93.6	20,170,547	11.1		79.2
<b>II Michael Vasu</b>	<b>116.8</b>	<b>\$2,876,913</b>	<b>\$1,854,000</b>	<b>155.2</b>	<b>\$1,289,805</b>	<b>\$1,644,000</b>	<b>78.5</b>	<b>\$4,166,718</b>	<b>39.4</b>		<b>77.4</b>
Tom Williams	107.8	1,094,383	942,000	116.2	1,932,185	1,944,000	99.4	3,026,568	28.6	88	
Oldham-Gryska	96.5	1,616,166	1,590,000	101.6	2,051,534	2,244,000	91.4	3,667,700	10.0	88	
Richard Correa	93.2	1,674,854	1,818,000	92.1	1,001,987	1,062,000	94.3	2,676,841	2.1		77.3
<b>III Dustin Venekamp</b>	<b>114.5</b>	<b>\$740,762</b>	<b>\$810,000</b>	<b>91.5</b>	<b>\$1,031,998</b>	<b>\$750,000</b>	<b>137.6</b>	<b>\$1,772,760</b>	<b>46.8</b>		<b>77.0</b>
Matt Henderson	108.5	1,058,815	1,200,000	88.2	980,982	762,000	128.7	2,039,797	25.9		74.9
<b>IV Cindy Furer</b>	<b>108.0</b>	<b>\$442,615</b>	<b>\$366,000</b>	<b>120.9</b>	<b>\$780,715</b>	<b>\$822,000</b>	<b>95.0</b>	<b>\$1,223,330</b>	<b>25.7</b>		<b>76.9</b>
<b>V Ryan Giddens</b>	<b>111.9</b>	<b>\$656,012</b>	<b>\$570,000</b>	<b>115.1</b>	<b>\$430,241</b>	<b>\$396,000</b>	<b>108.6</b>	<b>\$1,086,253</b>	<b>32.2</b>		<b>75.7</b>
Albert Serur	94.4	378,641	438,000	86.4	528,180	516,000	102.4	906,821	17.6		74.1
<b>VI Jeremy Welch</b>	<b>117.8</b>	<b>\$429,819</b>	<b>\$594,000</b>	<b>72.4</b>	<b>\$283,876</b>	<b>\$174,000</b>	<b>163.1</b>	<b>\$713,694</b>	<b>17.9</b>		<b>75.7</b>
Corey Neff	98.4	405,703	576,000	70.4	363,706	288,000	126.3	769,409	9.2		74.5
<b>VII Byron Paz</b>	<b>127.1</b>	<b>\$420,247</b>	<b>\$294,000</b>	<b>142.9</b>	<b>\$314,030</b>	<b>\$282,000</b>	<b>111.4</b>	<b>\$734,277</b>	<b>74.5</b>		<b>75.7</b>
Allan Jennings	110.3	371,511	384,000	96.7	416,370	336,000	123.9	787,881	59.8		80.8
Travis Moody	96.8	249,032	282,000	88.3	486,040	462,000	105.2	735,072	19.3		81.3
<b>VIII Erin Allen</b>	<b>100.4</b>	<b>\$283,668</b>	<b>\$414,000</b>	<b>68.5</b>	<b>\$142,768</b>	<b>\$108,000</b>	<b>132.2</b>	<b>\$426,436</b>	<b>25.8</b>		<b>76.7</b>
Greg Graham	95.0	76,199	94,000	81.1	82,738	76,000	108.9	158,937	6.5	94	
<b>IX Randall Cook</b>	<b>113.1</b>	<b>\$309,376</b>	<b>\$324,000</b>	<b>95.5</b>	<b>\$204,048</b>	<b>\$156,000</b>	<b>130.8</b>	<b>\$513,424</b>	<b>36.7</b>		<b>73.8</b>
Souley Bah	111.9	60,620	64,000	94.7	82,647	64,000	129.1	143,267	773.9	97	
<b>X Beto Quintero</b>	<b>136.7</b>	<b>\$501,210</b>	<b>\$192,000</b>	<b>261.0</b>	<b>\$16,336</b>	<b>\$132,000</b>	<b>12.4</b>	<b>\$517,546</b>	<b>N/A</b>		<b>83.6</b>
Chad Potts	113.1	318,516	192,000	165.9	79,552	132,000	60.3	398,069	N/A		72.1

† Performance factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-X and Start-Up with minimum 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-X and Start-Up will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

## CATEGORY I



**1**  
ROBIN ANDRADE  
KINGSTON, MA



**2**  
BRENDA DI SOMMA  
SOMERSET, NJ



**1**  
ROBIN DENHAM  
LEE'S SUMMIT, MO



**2**  
LORI VAUGHN  
PORTLAND, OR



**1**  
TIM O'CONNOR  
YUKON, OK



**2**  
STEVE ORCHERTON  
VICTORIA, BC

## CATEGORY IV



**1**  
LAURIE GRUBER  
HAMMOND, WI



**2**  
VIVIAN DWYER  
HARTFIELD, VA



**1**  
MICHAEL COOPER  
DES MOINES, IA



**2**  
JANIS PITTS  
SHREVEPORT, LA



**1**  
MARK FLEMM  
LEECHBURG, PA



**2**  
LISA WEST  
JACKSONVILLE, FL

## CATEGORY VII



**1**  
BRYAN UHL  
GLORIA GLENS, OH



**2**  
JEFFREY HAPKE  
MARTINSBURG, PA



**1**  
VANESSA DEAN  
RANCHO PALOS VERDES, CA



**2**  
JASON PANZERA  
ALBUQUERQUE, NM

## CATEGORY VIII

### TOP MANAGERS

## CATEGORY I



**1**  
CINDY CLEARY  
LEE'S SUMMIT, MO

## CATEGORY II



**1**  
CHRISTA DAVIS  
KATY, TX

## CATEGORY III



**1**  
DEBORAH BOLES  
COQUITLAM, BC

## INDIVIDUAL REPS: JUNE

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Robin Andrade	3,516	2,242	156.8
	2	Brenda Di Somma	2,177	1,815	119.9
II	1	Robin Denham	2,231	1,244	179.3
	2	Lori Vaughn	1,637	1,170	139.8
	3	Travis Daniels	1,815	1,418	127.9
III	1	Tim O'Connor	2,124	1,098	193.4
	2	Steve Orcheron	1,111	956	116.2
IV	1	Laurie Gruber	2,320	895	259.2
	2	Vivian Dwyer	1,459	872	167.3
	3	Lisa Bennett	1,282	885	144.8
V	1	Michael Cooper	1,185	780	151.9
	2	Janis Pitts	1,072	762	140.7
	3	Becky Cutler	1,062	803	132.2
VI	1	Mark Flemm	1,728	705	245.1
	2	Lisa West	1,128	675	167.0
	3	Cindy Kunce	1,056	640	165.0
VII	1	Bryan Uhl	722	516	139.9
	2	Jeffrey Hapke	818	591	138.4
	3	Holland Harriss	648	516	125.6
VIII	1	Vanessa Dean	1,040	442	235.2
	2	Jason Panzera	1,145	497	230.4
	3	Katy Hogge	1,076	479	224.6
Rookie	1	Wendy Sundeen	676	489	138.3
IceBreaker	1	Jason Panzera	1,145	497	230.4

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Darrell Dorey	10,209	8,958	113.9
	2	Robin Andrade	13,610	13,453	101.1
	3	David Blaisdell	11,710	12,875	90.9
II	*1	Lori Vaughn	13,961	7,022	198.8
	2	Pam Monetti	11,303	8,024	140.8
	3	David Scalisi	9,545	6,809	140.1
III	*1	Tim O'Connor	8,818	6,590	133.8
	2	Donna LaMontagna	7,368	6,133	120.1
	3	Gary Rothman	6,904	5,957	115.8
IV	*1	Lisa Bennett	8,317	5,308	156.6
	2	Patrena Smith	7,344	5,327	137.8
	3	Viki Farr	6,632	5,119	129.5
V	*1	Janis Pitts	6,149	4,571	134.5
	2	Michael Cooper	6,135	4,682	131.0
	3	Stephen Matous	6,524	5,023	129.8
VI	*1	George Murry	6,441	4,141	155.5
	2	Dee Hettinger	5,540	4,286	129.2
	3	Lisa West	5,212	4,049	128.7
VII	*1	Sarah Thomson-Dufrechou	5,861	3,745	156.5
	2	Holland Harriss	3,449	3,095	111.4
	3	Jeanette Dodd	3,578	3,309	108.1
VIII	*1	Rebecca Klebsch	7,425	2,916	254.6
	2	Erin McKee	1,529	746	204.8
	3	Jason Panzera	5,749	2,981	192.8

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

## MANAGERS: JUNE

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Cindy Cleary	8,131	5,841	139.2
	2	Tamara Williams	6,032	6,982	86.3
II	1	Christa Davis	6,664	4,712	141.4
	2	Rosanna Gill	4,756	4,381	108.5
III	1	Deborah Boles	4,331	3,836	112.9
	2	Billy Sauers	4,458	4,005	111.2

## MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Cindy Cleary	45,268	35,047	129.1
	2	Beth Farm	41,223	38,297	107.6
II	*1	Christa Davis	31,570	28,272	111.6
	2	Rosanna Gill	24,970	26,284	95.0
III	*1	Amanda Mlinaz	21,094	17,150	122.9
	2	Melissa Lively	18,187	15,396	118.1

## MOST CARDS GENERATED: YTD

- 1**  
LORI VAUGHN  
13,961
- 2**  
ROBIN ANDRADE  
13,610
- 3**  
DAVID BLAISDELL  
11,710



**1**  
LORI VAUGHN  
PORTLAND, OR

### PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

# WORLD'S GREATEST BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>\$27,732</b> Michael Vasu	<b>\$22,262</b> Imran Satti	<b>\$16,867</b> Bob Olson	<b>\$9,583</b> Surace-Smith	<b>\$8,952</b> Surace-Smith

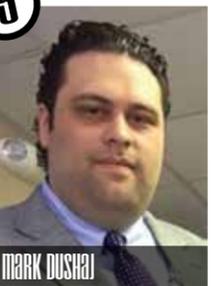
## JUNE BONUS LEADERS | PAYOUT: \$2,606,273 | QUALIFIERS: 4,195

<p><b>\$ 27,732</b> Erez Shabtay</p> <p><b>22,262</b> Michael van Delft</p> <p><b>16,867</b> Al Alkurd</p> <p><b>9,583</b> Tad Teeters</p> <p><b>8,952</b> Ryan Vance</p> <p><b>8,932</b> Katie Massart</p> <p><b>8,508</b> Kevin Gillum</p> <p><b>7,912</b> Joel Scullin</p> <p><b>7,737</b> Cody Dixon</p> <p><b>7,289</b> Brooklyn Mims</p> <p><b>6,993</b> Roghie Hassan Lou</p> <p><b>6,827</b> Ricardo Benson</p> <p><b>5,937</b> Oleg Novitchii</p> <p><b>5,618</b> Mike Sukhbaatar</p> <p><b>5,456</b> Daniel Hanson</p> <p><b>5,293</b> John Vacca</p> <p><b>5,183</b> Richard Carter</p> <p><b>5,089</b> Joshua Dishong</p> <p><b>5,067</b> Jordon Graham</p> <p><b>5,058</b> Priscila Gonzalez</p> <p><b>5,057</b> Muhammed Ashraf</p> <p><b>5,052</b> Samson Adelufosi</p> <p><b>4,937</b> Alliyah Williams</p> <p><b>4,836</b> Alma B Gonzalez</p> <p><b>4,783</b> Gjon Ljuljduraj</p> <p><b>4,782</b> Russell Savage</p> <p><b>4,713</b> Bryan Juskiw</p> <p><b>4,639</b> Matthew Zang</p> <p><b>4,631</b> Trenton Miller</p> <p><b>4,605</b> Keil Kunzer</p> <p><b>4,524</b> Ryan Fogel</p> <p><b>4,502</b> Brian Cabral</p> <p><b>4,468</b> Tina Nelson</p> <p><b>4,439</b> Bruce Tan</p> <p><b>4,427</b> Elizabeth Garcia</p> <p><b>4,356</b> Oscar Garcia-Gamez</p> <p><b>4,260</b> Lee van Delft</p> <p><b>4,241</b> Nayeli Gonzalez</p> <p><b>4,172</b> Trevor Fudge</p> <p><b>4,086</b> Candy Henderson</p> <p><b>4,067</b> Benjamin Ainscough</p> <p><b>4,065</b> Scott Florin</p> <p><b>4,056</b> James Clark Jr</p> <p><b>4,053</b> Cory Cannataro</p> <p><b>4,041</b> Megan Burnett</p> <p><b>4,017</b> Richard Schoonover</p> <p><b>3,944</b> Daniel Prinzo</p>	<p><b>\$ 3,903</b> Juan Soto</p> <p><b>3,882</b> Justin Allain</p> <p><b>3,877</b> Randy Souliers</p> <p><b>3,799</b> Surajit Khanna</p> <p><b>3,763</b> Jonathan Drummond</p> <p><b>3,725</b> Kshala Guiden</p> <p><b>3,671</b> Alvin Ali</p> <p><b>3,660</b> Abraham Mogilevsky</p> <p><b>3,629</b> Alexander Shpirt</p> <p><b>3,617</b> Jermaine Dorsey</p> <p><b>3,597</b> Kenan Hyseni</p> <p><b>3,589</b> Crystal Melao</p> <p><b>3,568</b> Mark Diskin</p> <p><b>3,563</b> Ashley Rust</p> <p><b>3,552</b> David Hrobochak</p> <p><b>3,534</b> Austin Timmons</p> <p><b>3,531</b> Janice Moseychunk</p> <p><b>3,468</b> Mark Neilson</p> <p><b>3,454</b> Evelin Castro-Sharif</p> <p><b>3,453</b> Glenn Arakawa</p> <p><b>3,444</b> Miles Crudup</p> <p><b>3,388</b> Ngan Pham</p> <p><b>3,385</b> Andre Fonseca</p> <p><b>3,340</b> John Santosouso</p> <p><b>3,333</b> Gjon Ljuljduraj</p> <p><b>3,323</b> Tyler McKnight</p> <p><b>3,309</b> Ikram Alshobaki</p> <p><b>3,309</b> Eric LaBossiere</p> <p><b>3,290</b> Payman Ghaysari</p> <p><b>3,259</b> Ian Pickett</p> <p><b>3,256</b> Noah Bort</p> <p><b>3,254</b> Trevor Bailey</p> <p><b>3,237</b> Cole Maisonneuve</p> <p><b>3,223</b> Alex Gonzales</p> <p><b>3,184</b> Kristina Joachim</p> <p><b>3,174</b> Lily Sakai</p> <p><b>3,157</b> Jon Golin</p> <p><b>3,120</b> Kamaile Viena</p> <p><b>3,111</b> Nilida Guerra</p> <p><b>3,109</b> Max Quasem</p> <p><b>3,065</b> Benjamin Ainscough</p> <p><b>3,039</b> Brian Jerome</p> <p><b>3,029</b> Derya Ekren</p> <p><b>3,021</b> Brock Lampee</p> <p><b>2,993</b> Omeda Pattison</p> <p><b>2,967</b> Kevin Davis</p> <p><b>2,954</b> Amy Shui</p>	<p><b>\$ 2,948</b> Ross Ewen</p> <p><b>2,932</b> Dustin Edgell</p> <p><b>2,914</b> Kelly McDonald</p> <p><b>2,907</b> Steven Sparkes</p> <p><b>2,886</b> Omar Hashimi</p> <p><b>2,885</b> Cherie Henik</p> <p><b>2,872</b> Joseph Sarasin</p> <p><b>2,868</b> Amanjeet Sokhey</p> <p><b>2,849</b> Douglas Clarke</p> <p><b>2,838</b> Jadwiga Martins</p> <p><b>2,836</b> William Sukhenko</p> <p><b>2,787</b> Adem Abdula</p> <p><b>2,784</b> Andrew Leah</p> <p><b>2,775</b> Daniel Deufel</p> <p><b>2,766</b> Elyse Bryan</p> <p><b>2,756</b> Kelly Yingling</p> <p><b>2,739</b> Gregor Stabenow</p> <p><b>2,713</b> Venita Allen</p> <p><b>2,694</b> Corey LaVigne</p> <p><b>2,662</b> Miles Washington</p> <p><b>2,644</b> Shelby Sofranko</p> <p><b>2,643</b> Mathieu Cook</p> <p><b>2,637</b> Victor Rivera</p> <p><b>2,636</b> Jason Burke</p> <p><b>2,633</b> George Kamel</p> <p><b>2,590</b> Gian Trinidad</p> <p><b>2,589</b> Buffy Kunkle</p> <p><b>2,582</b> Anthony Petrosky</p> <p><b>2,570</b> Carrisa Korres</p> <p><b>2,546</b> Myaa Fallon</p> <p><b>2,527</b> Tiare Hubbard</p> <p><b>2,525</b> Craig Strompf</p> <p><b>2,502</b> Ivona Zawicki</p> <p><b>2,486</b> Avi Kauderer</p> <p><b>2,485</b> Ryan Ohm</p> <p><b>2,484</b> Sunnie McRee</p> <p><b>2,477</b> Joseph Corwin</p> <p><b>2,471</b> Michael Glynn</p> <p><b>2,470</b> Johnathon Bogoslawski</p> <p><b>2,447</b> Jason Pavunkovic</p> <p><b>2,446</b> Cameron Ashcroft</p> <p><b>2,434</b> Marie Laine</p> <p><b>2,428</b> Filiberto Carreno</p> <p><b>2,424</b> Jordan Rowan</p> <p><b>2,423</b> Mark Lomonaco</p> <p><b>2,410</b> Marquel Burns</p> <p><b>2,397</b> Alexandria Trentini</p>	<p><b>\$ 2,391</b> Simone Esson</p> <p><b>2,388</b> Brittany Luke</p> <p><b>2,387</b> Clint Perry</p> <p><b>2,379</b> Angela DeVivo</p> <p><b>2,378</b> Maria Oliveira</p> <p><b>2,375</b> Travis Edmonds</p> <p><b>2,369</b> Todd Riescher</p> <p><b>2,365</b> Igor Melcharek</p> <p><b>2,362</b> Sina Heak</p> <p><b>2,352</b> Young Lee</p> <p><b>2,350</b> Garret Kun</p> <p><b>2,343</b> Joshua Jahnish-Maltese</p> <p><b>2,342</b> Ronald Rivera</p> <p><b>2,342</b> Kazahndrah Vegas</p> <p><b>2,330</b> Waleah Salah</p> <p><b>2,321</b> Michael Novosel</p> <p><b>2,320</b> Chad Harper</p> <p><b>2,301</b> Lleison Martinez</p> <p><b>2,291</b> Luis Miranda</p> <p><b>2,288</b> Julia Martins</p> <p><b>2,278</b> Colin Ghee</p> <p><b>2,277</b> Fabian Aniekwensi</p> <p><b>2,270</b> Payam Sami</p> <p><b>2,268</b> Tevita Tupouniua</p> <p><b>2,260</b> Abena Edwards</p> <p><b>2,250</b> Chad McLaughlin</p> <p><b>2,249</b> Alma Lozano</p> <p><b>2,241</b> Tanya Sutton</p> <p><b>2,238</b> Anthony Ferraro</p> <p><b>2,221</b> Michael Russin</p> <p><b>2,221</b> Landon Schlag</p> <p><b>2,218</b> Jacob Vargas</p> <p><b>2,214</b> Joseph Gojcaj</p> <p><b>2,213</b> Leonardo Perez</p> <p><b>2,209</b> Sheree Rogan</p> <p><b>2,209</b> Joaquin Santos</p> <p><b>2,205</b> Benjamin Wechsler</p> <p><b>2,193</b> Christabel Ornelas</p> <p><b>2,186</b> J-Nick Engichy</p> <p><b>2,179</b> Jacob Carlson</p> <p><b>2,178</b> John Kostek</p> <p><b>2,172</b> Richard Sidoti</p> <p><b>2,172</b> Bryan Fronyberger</p> <p><b>2,172</b> Linda Biegert</p> <p><b>2,156</b> Peter Cappuccio</p> <p><b>2,146</b> Collins Appiah</p> <p><b>2,142</b> Jarred Spanbauer</p>	<p><b>\$ 2,131</b> Tasha Tucker</p> <p><b>2,126</b> Joel Trask</p> <p><b>2,114</b> Rovena Luljguraj</p> <p><b>2,112</b> Vaimaalaala Taufa</p> <p><b>2,108</b> Chris La Fond</p> <p><b>2,093</b> Damaris Henderson</p> <p><b>2,093</b> Jagdish Sukhu</p> <p><b>2,092</b> Riley Peters</p> <p><b>2,083</b> Ruben Soberanes</p> <p><b>2,082</b> Kinga Filipiak</p> <p><b>2,079</b> Matthew Russell</p> <p><b>2,074</b> Shalom Chaimov</p> <p><b>2,073</b> Carmen Arroyo</p> <p><b>2,067</b> Peer Shmelzer</p> <p><b>2,065</b> Andrew Brown</p> <p><b>2,065</b> Samantha Chamberlain</p> <p><b>2,065</b> Steven Phillips</p> <p><b>2,058</b> Britney Sevin</p> <p><b>2,058</b> Ulises Oloriga</p> <p><b>2,037</b> Donte Grant</p> <p><b>2,033</b> Kyle Kacro</p> <p><b>2,031</b> Sharif Grays</p> <p><b>2,030</b> Maria Matczak</p> <p><b>2,027</b> Jeffrey Hall</p> <p><b>2,024</b> Shelby Poston</p> <p><b>2,021</b> Nicole Khochaba</p> <p><b>2,014</b> Jacqueline Kabluyen</p> <p><b>1,994</b> Steven Stensrud</p> <p><b>1,988</b> Graciela Calderon</p> <p><b>1,984</b> Adrian Kryczka</p> <p><b>1,981</b> Jennifer Holliday</p> <p><b>1,977</b> Matthew Wilson</p> <p><b>1,973</b> Edmaggie Myrthil</p> <p><b>1,968</b> Irma Gallardo</p> <p><b>1,966</b> Jeremy Cutlip</p> <p><b>1,954</b> Gaston Morales</p> <p><b>1,953</b> Julie Aprahamian</p> <p><b>1,951</b> Pamela Faircloth</p> <p><b>1,950</b> Peter Gabranski</p> <p><b>1,950</b> Christopher Bungay</p> <p><b>1,949</b> Wislaine Laurent</p> <p><b>1,949</b> Cody Spencer</p> <p><b>1,938</b> Michael Burningham</p> <p><b>1,935</b> Stacey Moss</p> <p><b>1,933</b> Denis Snyder</p> <p><b>1,931</b> Tineisha Lozanne</p> <p><b>1,929</b> Samy Jacques</p>	<p><b>\$ 1,924</b> Nicholas Bolter</p> <p><b>1,924</b> Tracy Lepore</p> <p><b>1,924</b> Rafael Alfaro</p> <p><b>1,923</b> Kasali Kotun</p> <p><b>1,920</b> Kasey Williamson</p> <p><b>1,895</b> Sione Maumau</p> <p><b>1,895</b> John Lamere</p> <p><b>1,891</b> Jeffrey von Kienast</p> <p><b>1,891</b> Sabeen Hassim</p> <p><b>1,884</b> Jason Isenberg</p> <p><b>1,856</b> James Keefer</p> <p><b>1,855</b> Yvette Mompoin</p> <p><b>1,854</b> Randy Taylor</p> <p><b>1,836</b> Michael Neuendorf</p> <p><b>1,834</b> Derek Foore</p> <p><b>1,825</b> Nicholas Hayman</p> <p><b>1,823</b> Kamal Tayyib</p> <p><b>1,821</b> Stephen Coons</p> <p><b>1,816</b> Dennam Wolverton</p> <p><b>1,815</b> Helen Taylor</p> <p><b>1,812</b> Joey Kennedy</p> <p><b>1,811</b> Johnny Remy</p> <p><b>1,806</b> Michael Horn</p> <p><b>1,802</b> Melinda Kent</p> <p><b>1,800</b> Alan Sedaghat</p> <p><b>1,785</b> Carolyn Moses</p> <p><b>1,784</b> Andrew Batten</p> <p><b>1,773</b> Carlos Class</p> <p><b>1,773</b> Andrea Kessler</p> <p><b>1,765</b> Daymon Green</p> <p><b>1,763</b> Lawrence Hauck</p> <p><b>1,755</b> Jeremy Osborn</p> <p><b>1,755</b> Sarah Herbold</p> <p><b>1,752</b> Michael Giachetti</p> <p><b>1,751</b> James Winfield</p> <p><b>1,735</b> Phillip Waisman</p> <p><b>1,731</b> Richard Bentley</p> <p><b>1,731</b> Caitlin Crowley</p> <p><b>1,726</b> Justin Sutton</p> <p><b>1,722</b> Shanita Ellmers</p> <p><b>1,722</b> Scott Remmey</p> <p><b>1,722</b> Andrew Houghton</p> <p><b>1,713</b> Roberta Marques</p> <p><b>1,712</b> Geoffrey Quigley</p> <p><b>1,707</b> Sam Chan</p> <p><b>1,704</b> Sayd Hopiane</p> <p><b>1,697</b> Alain Abaya</p>	<p><b>\$ 1,692</b> Timothy Copenhaver</p> <p><b>1,683</b> Melissa Losk</p> <p><b>1,675</b> Olesya Wegner</p> <p><b>1,672</b> Bernardo Lopez</p> <p><b>1,672</b> Jake Yagjian</p> <p><b>1,667</b> Jason Bratin</p> <p><b>1,667</b> Arman Masomzadeh</p> <p><b>1,666</b> Lisa Martin</p> <p><b>1,661</b> Quinn Allen</p> <p><b>1,659</b> Celeste Dongell</p> <p><b>1,657</b> Christos Magafas</p> <p><b>1,653</b> Hanna Gore</p> <p><b>1,647</b> Michael Jennings</p> <p><b>1,646</b> Marco Camire</p> <p><b>1,642</b> Ellen Schultz</p> <p><b>1,642</b> Benton Tong</p> <p><b>1,638</b> Kelli Higgins-Jones</p> <p><b>1,638</b> Eldine Mpanzu</p> <p><b>1,638</b> Benjamin Van Fossen</p> <p><b>1,634</b> Joey Sales</p> <p><b>1,632</b> Emil Gamidov</p> <p><b>1,626</b> Hernando Samuels</p> <p><b>1,623</b> Abyssinia Hammouri-Davis</p> <p><b>1,623</b> Austin Smith</p> <p><b>1,618</b> Trenton Neavin</p> <p><b>1,617</b> Ryan Hillman</p> <p><b>1,616</b> Barbara Escalante-Martinez</p> <p><b>1,615</b> Adegbola Thompson</p> <p><b>1,613</b> Raymond Ramos</p> <p><b>1,611</b> Lincoln Dziekonski</p> <p><b>1,608</b> Brandon Vorous</p> <p><b>1,606</b> Jedidiah Tropkoff</p> <p><b>1,601</b> Aziz Farsakh</p> <p><b>1,601</b> Meardey Kim</p> <p><b>1,599</b> Amber Fitzmartin</p> <p><b>1,598</b> Peter Kaplanis</p> <p><b>1,598</b> Kamal Tayyib</p> <p><b>1,598</b> Christopher Gonzales</p> <p><b>1,591</b> Kelsi Jewell</p> <p><b>1,589</b> Lacey Davies</p> <p><b>1,588</b> Richard Millington</p> <p><b>1,586</b> Edward DeFurio</p> <p><b>1,586</b> Corey Bednarz</p> <p><b>1,583</b> Andrew Hynan</p> <p><b>1,581</b> Michael Anania</p> <p><b>1,581</b> Steven Valentim</p> <p><b>1,579</b> Brenton Patterson</p> <p><b>1,579</b> Sean Grant</p> <p><b>1,578</b> Alfonso McClinton</p> <p><b>1,577</b> Crissal Hoekendorf</p> <p><b>1,576</b> Michael Sweeney</p> <p><b>1,574</b> Cleopatra Sola</p> <p><b>1,571</b> William Parmeter</p> <p><b>1,571</b> Matthew Dawson</p> <p><b>1,565</b> Damaris Trejo De Jesus</p> <p><b>1,565</b> Ifeanyi Ufondu</p> <p><b>1,563</b> Richard Octave</p> <p><b>1,557</b> Molson Kargbo</p> <p><b>1,555</b> Mark Noel</p> <p><b>1,554</b> Hakan Ozalpasan</p> <p><b>1,553</b> Bennett Williams</p> <p><b>1,552</b> Carl Cadet</p> <p><b>1,550</b> Sara Skitka</p> <p><b>1,549</b> Vishwanath Sankaran</p> <p><b>1,543</b> Margery Mitchell</p> <p><b>1,541</b> Justin Germany</p> <p><b>1,540</b> Marina Neiman-Fishman</p>	<p><b>\$ 1,537</b> Daniel Li</p> <p><b>1,536</b> Eric Watson</p> <p><b>1,533</b> Marcia McDuffie</p> <p><b>1,532</b> Jeffrey Spanaus</p> <p><b>1,520</b> Andrew Bishop</p> <p><b>1,519</b> Mohammad Wael Taher</p> <p><b>1,519</b> William Lenhard</p> <p><b>1,516</b> Brielle Killian</p> <p><b>1,514</b> Bradley Tolliver</p> <p><b>1,508</b> Susan Bedrossian</p> <p><b>1,507</b> Ryan Bevan</p> <p><b>1,498</b> Jenny Alvarez</p> <p><b>1,498</b> Elias Saleh</p> <p><b>1,497</b> Mayra Frias</p> <p><b>1,496</b> Daniel Foore</p> <p><b>1,492</b> Janel Wilder</p> <p><b>1,489</b> Matthew Sutton</p> <p><b>1,487</b> Laurekins Pardovani</p> <p><b>1,482</b> Keona France</p> <p><b>1,479</b> Taulant Bane</p> <p><b>1,478</b> Jamison Hathaway-Clark</p> <p><b>1,477</b> Mohamed Benkhedda</p> <p><b>1,475</b> Lisa Mosley</p> <p><b>1,472</b> Jeffrey Gilliana</p> <p><b>1,472</b> Daniel Bean</p> <p><b>1,466</b> Sarah Westbury</p> <p><b>1,465</b> Mark Lahijani</p> <p><b>1,463</b> Ebuwa Otagho</p> <p><b>1,463</b> Kyra Hopkins</p> <p><b>1,461</b> Ryan Lucido</p> <p><b>1,460</b> Christopher Beveridge-Calvin</p> <p><b>1,459</b> Christopher Buttacavoli</p> <p><b>1,459</b> Devon Justice</p> <p><b>1,458</b> Christine Moore</p> <p><b>1,458</b> Shiv Patel</p> <p><b>1,455</b> Jasmine Parker</p> <p><b>1,453</b> Steve Bryant</p> <p><b>1,452</b> Steven Marmar</p> <p><b>1,448</b> John Zwald</p> <p><b>1,447</b> James Tierney</p> <p><b>1,445</b> David Rockway</p> <p><b>1,445</b> Joseph Pizzoferrato</p> <p><b>1,441</b> Danielle Dhaiti</p> <p><b>1,440</b> Yaddollah Pourjalali</p> <p><b>1,437</b> Doron Byron</p> <p><b>1,436</b> Rebecca Fortson</p> <p><b>1,435</b> Nicholas Triantafyllidis</p> <p><b>1,435</b> Braylon Blades</p> <p><b>1,433</b> Carlton Mack</p> <p><b>1,431</b> Alexa Vega</p> <p><b>1,431</b> Alipate Makaui</p> <p><b>1,423</b> William Rushing</p> <p><b>1,421</b> Christopher Morrison</p> <p><b>1,421</b> Edwin Delgado</p> <p><b>1,420</b> Jady West</p> <p><b>1,415</b> Holly Simpson</p> <p><b>1,411</b> Samuel Crish</p> <p><b>1,411</b> Kenneth MacKenzie</p> <p><b>1,410</b> Jessy Girard</p> <p><b>1,407</b> Shanith Ellmers</p> <p><b>1,405</b> Christopher Muraca</p> <p><b>1,405</b> David Herchick</p> <p><b>1,404</b> Ivan Maldonado</p> <p><b>1,404</b> Evelyn Panzott</p> <p><b>1,403</b> Bashar Jarkasy</p> <p><b>1,402</b> Preeti Sahgal</p> <p><b>1,401</b> Alexander Bayley</p>	<p><b>\$ 1,400</b> Cherril Howard</p> <p><b>1,396</b> Branimir Galjovski</p> <p><b>1,394</b> Broderic Thompson</p> <p><b>1,393</b> Scott Frazer</p> <p><b>1,386</b> Funmilola Elumade</p> <p><b>1,386</b> Abraham El Refaei</p> <p><b>1,385</b> Rachel Mesnard</p> <p><b>1,384</b> Kareem Mutia</p> <p><b>1,383</b> Christopher McFoy</p> <p><b>1,381</b> Jennifer Vasquez</p> <p><b>1,379</b> Chantal Doucet</p> <p><b>1,377</b> Matthew Lehman</p> <p><b>1,371</b> Gesandro De Oliveira</p> <p><b>1,371</b> Brenda Fox</p> <p><b>1,369</b> Michael Trinh</p> <p><b>1,362</b> David McLean</p> <p><b>1,362</b> Jessica Keefer</p> <p><b>1,361</b> Gerard Gonzalez</p> <p><b>1,360</b> Daniel Souza</p> <p><b>1,359</b> Asiguy Haugabook</p> <p><b>1,359</b> Rose Zelensky</p> <p><b>1,359</b> Rosemary Soto</p> <p><b>1,357</b> Matthew Kurey</p> <p><b>1,355</b> Nicholas Wang</p> <p><b>1,354</b> Frank Ciccone</p> <p><b>1,354</b> Jessica Kashirets</p> <p><b>1,354</b> Caren Deanda</p> <p><b>1,352</b> Shriyah Sadana</p> <p><b>1,351</b> Cherri Xie</p> <p><b>1,351</b> Stanis Moanda</p> <p><b>1,350</b> Christopher Salsman</p> <p><b>1,350</b> Einstein Zazueta</p> <p><b>1,349</b> Emin Eze</p> <p><b>1,349</b> Mike Allen</p> <p><b>1,343</b> Gabriel Rocha</p> <p><b>1,342</b> Yvette Nelson</p> <p><b>1,341</b> Henry McCormick</p> <p><b>1,341</b> Michael Desharnais</p> <p><b>1,340</b> Jameetri Washington</p> <p><b>1,339</b> Lyn Nagel</p> <p><b>1,338</b> Miranda Mortensen</p> <p><b>1,334</b> Airden Vu</p> <p><b>1,332</b> Mihael Dopudj</p> <p><b>1,331</b> John Perry</p> <p><b>1,330</b> Paramjit Sangha</p> <p><b>1,329</b> Daevon Byron</p> <p><b>1,327</b> Felicia Patterson</p> <p><b>1,325</b> Natalie Soboleva</p> <p><b>1,325</b> Steven D'Ambr</p> <p><b>1,323</b> Anadeto Arealvo</p> <p><b>1,322</b> Susan Mirzadeh</p> <p><b>1,320</b> Edwin Rosa</p> <p><b>1,320</b> Stephanie Sanchez</p> <p><b>1,317</b> Mary McMullin</p> <p><b>1,317</b> Joachim Jean</p> <p><b>1,317</b> Rochelle Royce</p> <p><b>1,316</b> Shahnul Islam</p> <p><b>1,314</b> Neil Dallas</p> <p><b>1,310</b> Nedal Kawash</p> <p><b>1,308</b> Alex Castro</p> <p><b>1,298</b> Dylan White</p> <p><b>1,293</b> Phillip Haynes</p> <p><b>1,292</b> Vivian Palmer</p> <p><b>1,290</b> Katrina Danish</p> <p><b>1,288</b> Jordan Panezott</p> <p><b>1,287</b> Mariam Shahid</p> <p><b>1,286</b> Tiffany Hamouche</p> <p><b>1,285</b> Blake Tomblin</p>	<p><b>\$ 1,282</b> Sreekumar Gopakumar</p> <p><b>1,281</b> Brandon Mendez</p> <p><b>1,279</b> Jocelyn Appleton</p> <p><b>1,279</b> Shawn Kelley</p> <p><b>1,279</b> Yairaniz Figueroa-Ruiz</p> <p><b>1,278</b> Maurice Baritz</p> <p><b>1,275</b> Kenneth Phoenix</p> <p><b>1,275</b> Stephanie Novel</p> <p><b>1,273</b> Jessica Vaughn</p> <p><b>1,271</b> Michael Battaglio</p> <p><b>1,269</b> Audessa Siccardi</p> <p><b>1,268</b> Tevita Maumau</p> <p><b>1,267</b> Charisma Dezonie</p> <p><b>1,264</b> Miguel Alicea Ramirez</p> <p><b>1,264</b> Cathleen Hairston</p> <p><b>1,264</b> Jeffery Roland</p> <p><b>1,263</b> Angelique Piquion</p> <p><b>1,262</b> Xylina Ibanez</p> <p><b>1,260</b> Roxanna Lugo-Cuevas</p> <p><b>1,259</b> Luis Flores Mejia</p> <p><b>1,258</b> Riche Haye</p> <p><b>1,256</b> Devon Green</p> <p><b>1,255</b> Patricia Contreras</p> <p><b>1,255</b> Michael Harrigan</p> <p><b>1,255</b> Daniel Cebula</p> <p><b>1,253</b> Tobe Pope</p> <p><b>1,252</b> Scott Hannon</p> <p><b>1,251</b> Harvey Quinn</p> <p><b>1,251</b> Matthew Blue</p> <p><b>1,248</b> Jennifer Mims</p> <p><b>1,246</b> Brian P Kelly</p> <p><b>1,246</b> Donald Gregoire</p> <p><b>1,242</b> Maren Conway</p> <p><b>1,241</b> Anthony Giangarra</p> <p><b>1,241</b> Brian Brantner</p> <p><b>1,240</b> Renee Cunningham</p> <p><b>1,239</b> Sarah Roy</p> <p><b>1,239</b> Leroy Thornton</p> <p><b>1,237</b> Sean Brannan</p> <p><b>1,235</b> Lauren Pallugna</p> <p><b>1,234</b> Vanina Bonanno</p> <p><b>1,232</b> Mary Robinson</p> <p><b>1,232</b> Robert Park</p> <p><b>1,230</b> David Basnett</p> <p><b>1,224</b> Derek Schmidt</p> <p><b>1,223</b> Enjoli Lachapelle</p> <p><b>1,223</b> Angela Black</p> <p><b>1,222</b> Michael Moloney</p> <p><b>1,222</b> Marjorie Hutton</p> <p><b>1,222</b> Angela Black</p> <p><b>1,221</b> Eugene Kashkin</p> <p><b>1,221</b> Marcia Fischer</p> <p><b>1,220</b> Dedrick Anderson</p> <p><b>1,219</b> David Ferrin</p> <p><b>1,219</b> Betsy Adney</p> <p><b>1,216</b> Stanley Mayers</p> <p><b>1,216</b> Charles Belt</p> <p><b>1,213</b> Christina McGregor</p> <p><b>1,213</b> Ryan McCann</p> <p><b>1,212</b> Jonathan L Jones</p> <p><b>1,212</b> Dilushi Perera</p> <p><b>1,211</b> Earle Harris</p> <p><b>1,208</b> Jean Joseph</p> <p><b>1,202</b> Michael Sherwood</p> <p><b>1,201</b> Keith Doran</p> <p><b>1,200</b> Kelly Collins</p> <p><b>1,196</b> Corey Fjerstad</p> <p><b>1,193</b> Kareen Griffith</p>	<p><b>\$ 1,193</b> Alex Kelly</p> <p><b>1,192</b> Jeannieliza Solis</p> <p><b>1,191</b> Jason Totten</p> <p><b>1,191</b> Shawn Kelley</p> <p><b>1,191</b> Ashley Gallegos</p> <p><b>1,191</b> Shadya Farraj</p> <p><b>1,189</b> Zachery Kertulfer</p> <p><b>1,182</b> Esau Fernandez</p> <p><b>1,182</b> Nicole Preston</p> <p><b>1,180</b> Corey Lumley</p> <p><b>1,177</b> Victoria Varney</p> <p><b>1,176</b> Jakob Morris</p> <p><b>1,175</b> Gary Slocum</p> <p><b>1,173</b> Markel McCloud</p> <p><b>1,171</b> Erica Robertson</p> <p><b>1,169</b> Joel Nunez</p> <p><b>1,168</b> Michael Singleton</p> <p><b>1,166</b> Nicki Griffiths</p> <p><b>1,162</b> Roxanna Lugo-Cuevas</p> <p><b>1,162</b> Susan Cousineau</p> <p><b>1,161</b> Faydra Jones</p> <p><b>1,160</b> Curt Snow</p> <p><b>1,159</b> Melinda-Rae Lyse</p> <p><b>1,159</b> Aisha Straughter</p> <p><b>1,158</b> Audianna Argent</p> <p><b>1,154</b> Maria Gonzalez</p> <p><b>1,148</b> Timothy Pine</p> <p><b>1,147</b> Sara Rostamijalilian</p> <p><b>1,146</b> Bryan Hip-Kam</p> <p><b>1,145</b> Diane Williams-Lewis</p> <p><b>1,144</b> Victoria Lopes</p> <p><b>1,144</b> Randy Bentley</p> <p><b>1,140</b> Liumeimu Cocker</p> <p><b>1,140</b> Eric Rodriguez</p> <p><b>1,139</b> Elijah Brown</p> <p><b>1,138</b> Victoria Nieves</p> <p><b>1,</b></p>
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# WORLD'S GREATEST BONUS - CONTINUED

\$ 1,023	Drew Kier	\$ 894	Roger Fung	\$ 839	John Catalano	\$ 744	Chester Leone	\$ 696	Robert Vizioli	\$ 659	Jennifer Mok	\$ 620	Francisco Vasquez	\$ 585	Frank Gallegos	\$ 558	Randy Willis	\$ 529	James Whitaker
1,022	Desarae Freeman	950	Catherine Saravia	893	Matthew Bonura	743	Maurice Darby	695	Barkley Collinson	659	Dominique Richardson	619	Conor McGowan	585	Michael Koehl	557	Montana Mcdonald	527	Leritha Lupoe
1,021	Nicholas Fleury	950	Alicia Burke	891	Aracelis Mota	741	Jesus Candler	694	Alex Miller	658	Patricia Gonzalez	619	Karen Shumaker	584	Diane Stevenson	557	Justin Scott	526	Derrick Brewer
1,021	Emil Mohareb	949	Aaron Parks	891	Cheryl Shaw	741	Dorothy Perkins	694	Dalton Masney	658	Sergio Medina	619	Jose Diaz	584	Jose Interiano Saravia	557	Persis Melo	526	Rachel Seddon
1,020	John Franklin	949	Preston Lewis	887	Nicholas Clark	739	Joel Acosta	693	Paul Ormes	658	Mandale Tolefree	617	Jennifer Wiese	584	Eric Salado	556	Patner Her	525	Steven Ritchie
1,020	Torrance Williams	949	William Webber	886	Emari Tabb	738	Joseph Tuley	693	Robin Gonzalez	658	Anne Ryding	616	Aaron Voege	584	Paul Blain	556	Richard Solivan	525	Heather Beard-Eisler
1,019	Jonathan Giaco	949	Priscilla Zuniga	885	Juan Ramos	738	Scott Davison	691	Loua Farunia	656	Alyssa Hinton	616	Gregory VanSuch	584	Antoinette Williams	556	Pamela Peoples	524	Melinda Skinner
1,019	Ronald Davis	947	Denwille Loney	884	Daniel Heath	738	Eduardo Cruz	691	Antonio Testino	656	Horace Johnson	615	Marc Demilia	583	Joshua Gaskin	555	Jacob Giangjuli	524	Tearlysa Johnson
1,018	Janice Brown	947	Larry Finch	884	Rose Nelson	738	Kyla Watts	691	Chad Boskat	655	Chad Boskat	615	Raul Jacobs	583	Stephen Jeung	555	Patrick Nganyou	524	Shannon Brown
1,015	Thomas Agee	943	Julio Rodriguez	884	Roberto Nava	736	Joseph Hedborn	691	Nicole Palmer	655	Abbas Abdul-Khaliq	613	Maria Diring	582	James Higgins	555	Tchounchui	524	John Fitzgerald
1,015	Kevin Ishikane	942	Jacinta Onwufuju	884	Phillip Blackmon	736	Dallas Lucero	691	Alina Camargo	655	William Miller	612	Kisi Veehala	582	Danae Ballina	555	Jorge Alvarez	523	Anthony Petito
1,014	Deonte Jones	942	Eli Parra	883	Mollie Karazim	735	Lawrence Hadley	691	Jose L Garcia	655	Lori Dacyk	612	Gregorio Alba	582	Connie Arnould	555	Casen Devlin	523	Joy Horcajo
1,014	Kyle Wilcox	941	Kay Pomroy	883	Colin Bryant	734	Joseph Bell	688	Benito Menchaca	655	Douglas Simmers	608	Marcus Curry	582	Willie Miller	554	Ryan R Thomas	523	Alexandros Morisis
1,013	Alan Arellano	941	Kevin Ratka	883	Alejandro Pineda	733	Alba Williams	687	Patrick Locke	655	William Hammons	607	Donald Devoise	582	Thayne Tucker	553	Deion Edwards	523	Jordan Smith
1,010	Yara Mustafia	937	Joshua Lilley	883	Tyler Slaughter	732	Nathan Hargraves	686	Hifo Tuionetoa	654	Anthony Chirico	607	Mitchell Hawkins	582	Kinikini Fakapulia	552	Taylor Wilkens	522	Brice Locklear
1,010	Maribel Garcia	936	Jasmyrn Marshall	882	Viki Alles-Crouch	732	Sonia Saraniecki	686	Barney Browner	654	Bibi Mohamed	607	Winterlee Misilagi	581	Ariel Namatiev	551	Julian Dickinson	522	Meaghan Radday
1,009	Dawn Atwell	936	Andrea Barenholtz	882	Jennifer Jaikes	732	George Gurzinski	686	Tevita Leka	654	Daniel Fitzgerald	607	Angila Dossantos	581	Ian Chadwick	551	Mildred Cordero	521	Kelsey Griffith
1,005	James Adams	932	Alma Calimlim	882	Ruben Cuevas	731	Brandon Robinson	686	Matthew F Miller	654	Amanda Torres	606	Emily Reyes	580	Rodela Castolome	551	Deborah Noga	521	Robert Martin
1,005	Faith Dial	930	Daveda Stewart	879	Roger Rau	729	Nathan Hunt	685	Geoffrey Rohbock	654	Paul Torman	605	Iffrah Tahir	580	Thomas Farrell	551	Elizabeth Goldsberry	521	Bria Cooper
1,004	Gerilyn Bertoli	930	Kempton Perry	879	Roger Hill	729	Angeline Harper	685	Azael Garcia	653	Sean Jones	605	Jay King	580	Eric Cummings	551	LaToya Walker	520	Andrea Glover
1,004	Robert Carr	930	Derek Pratt	877	Bernadette Casciato	728	Jamell Ramsay	685	Melissa Ortiz	653	Carly Ferraro	605	Anita Ferris	579	Ciara Shoebottom	550	Renee Cooper	520	David Higa
1,003	James Allen	929	Josh Okray	877	Timothy Cruise	728	Suraj Daswani	684	Joseph Massucci	652	Jesus Sandoval	604	Chelsea Peacock	579	Kevin Magana	550	Steven Neil	520	Nestor Moreno
1,003	Alicia Wear	929	Albert Huff	877	Logan Klink	727	Brandon Crosby	684	Davron Williams	652	Delbert Scott	603	Bryon Eddinger	579	Natalie Linker	550	Yovanie Biggerstaff	518	Tory Schroeder
1,003	Thames Nolan	929	Olga Tsymbal	876	Dora Northcott	727	Brendan Bradfield	684	Jeannette Ramirez	651	William Tompkins	603	LaTonya Tucker	579	William Baker	549	Justin Cobb	518	Timothy O'Leary
1,002	Amie McCracken	929	David Watkins	874	Skylar Chauvin	727	Michael Shakespeare	684	Wesley Shure	651	Isabel Lange	602	Alberto Abreu Oropeza	579	Nicholas Fink	549	Faith Eaton	517	Mignonne Jones
1,001	Candace Dillon	928	Komo Davis	874	DeCarla Givins	726	Leah Jones	683	Jennifer Schwartz	648	Heather Allen	602	Ervin Cruz	578	Vincent Stephens	549	Amanda Baggett	517	Angel Bryenton
999	Eugene Garcia	928	Susan Haas	874	Alexander Morris	725	Jessica Florez	683	Danilo Mendoza	647	Martha Zawadzki	602	Manale Elawad	577	Anastasia Martens	549	James Bailey	517	Harley Miles
998	Tony Georges	928	Bryan Czajkowski	873	Rachel Larsen	725	Evette Moore	683	Cedrick Edwards	647	Ashley Bodnar	602	Jennifer Layer	577	Ed Ofert	549	Nathan Sanzo	517	Claire Morgan
996	Candace Minor	927	Rechel Brown	873	Jesse Benwell	725	Konstantina Skalkos	682	Dante Lipscomb	647	Joanna Hansen	601	Stephen Glass	576	Howard Dotson	548	Charles Wilcox	516	Bianka Dona
995	Blaine Cowart	926	Jose A Torres	871	Mabel Balbuena	724	Scott Whately	681	Marshiea Sager	647	Christina LaPlant	601	David Joh	576	Corey Kmetz	547	Zenola Ransom	516	Mark Morrison
995	Robert Ward	926	Karen Lee	871	Matthew Cessna	723	Rania Eltanbouly	680	Emmanuel Soto	647	Derrius Taylor	601	Heidi Martinez	575	Abigail Vaterlaus	547	Sophony Jorvelus	516	Joseph Elliott
995	Hemerson Gonzalez	926	Jennifer Strickland	870	Vicтор Beltran Calderon	723	Travis Vandeborgh	680	Deborah Mitchell	646	Misty Mcdntyre	600	Kaelyn Bones	575	Bedelia Nemcik	547	Robert Nolan	515	Weslow Choina
993	Shatia Allison	925	Luis Suarez	867	Kelela Tonga	720	Walter Icaza	680	Dina Boghdady	645	Benjamin Linville	600	Jessica Boswell	575	Destiny Dunbar	546	Quadirah Taylor	515	Vyacheslav Vasilenko
993	William Luna	925	Colin Weathers	867	Sean Shephard	719	Marques Pedesclaux	679	Christopher Hensley	644	Arsenio Washington	599	Garman Parker	574	Brackin Flitton	546	Jonathan Baurst	514	Vincent Campana
992	Bennett Smith	924	Kory Louvelle	867	Celeste Duenas	719	Kendra Orng	678	Shawntae Collins	644	Maurice Coleman	599	Colin Quigley	573	Christine Lincoln	546	Jennifer Barnes	514	Jeanetta Albright-Swan
992	Pablo Solis	923	Pablo Solis	866	Aaron Patt	718	Albert Warfield	678	Marzuwoa Brown	644	Kim Bimemiller	598	Skyler Hornung	572	Massoud Vaziri	545	Roza Oliveira	514	Candi Carlisle
991	Mariah Stennett	922	Darren Lawhon	865	Richard Sparkman	718	Correy Limerick	676	Kristi Stephens	643	Alexis Pineiro	598	Martha Gammage	572	Antoliana Cuevas	544	Sharaf Samhadana	513	James Barron
989	Obed Hernandez	922	Sokol Fazliu	865	Luc Do	716	Sylvain Kalombo	675	Anthony Sava	642	Roberto Flores Aros	598	Kevin Silva	570	Jordan Mastronardi	544	Jason Frye	513	Rebecca Cordoba
988	Auston Mavrak	922	Vivienne Matalon	865	Miguel Cotrina	716	Hamilton Cribbs	674	Jimmy Marzouka	641	Marcus Martin	598	Mayra Robles	570	Lindsay Dettwiller	544	Jesse Atatai	513	Ronald Fitzgerald
986	Aaron Kuhr	921	Iris Saavedra	865	Glenn Williams	716	Yvonne Aguilar	674	Derek Woo	641	Elba Vargas	598	Derek Jones	569	Ciera-Chauntel Walker	543	Meghan Kreutzberger	513	Jesse Medina Nunez
985	Marina Naguib	920	Jasmine R Carter	864	Eric Callejas	716	Correy Limerick	673	Angela Waller	641	Alex Smith	596	Josie Kusalus	569	Slavita Hut	543	Melinda Cruz	512	Kyle Lewicki
985	Sherry Schick	920	Diana Al Ali	863	Michael Wright	715	Nadira Choudhury	673	Meredith Dabin	641	Wanda Williams	595	Damondraos Owens	569	Demetrios Raptis	542	Leaora Davis	512	Mama Atetu
984	Matthew Koleszar	920	Larry Nadayag	863	Sheelagh Jones	715	Cory McNutt	673	Elizabeth Trotter	640	Mary Perimpanayagam	595	Lukess Joseph	569	Gavin Arredondo	540	Thomas Krug	512	Keri Sowers
984	Cynthia Couttolenc	919	Theodore Ryan	863	Christopher Visnesky	715	Claudia Jacquet	672	Daryl Graham	638	Ray Kim	595	Wanda Bush	568	Michelle Daniels	540	Gregory McDuffie	511	Jerid Dissauer
983	Davelle Lee	917	Kim Girard	862	Paul M Smith	714	Zachary Button	671	David Druetzler	638	Cleon Tollerson	595	Joseph Harnden	568	Christopher Walker	540	Daniel Juskiw	511	Kimberly Salerno
982	Monique Tolbert	917	Nicholas Deliberto	861	Robert Tierney	714	Stephanie Harris	670	Angela Rodriguez	638	Levi Porto	595	Christopher Jackson	568	Andrew Ball	539	Robert Sustersic	510	Kailynn Harvey
980	Michael Barahona	916	Tiffany	861	Cheryl Martinez	713	Feleti Fatai	669	Britton Costa	637	Kareem Davis	595	Jeramey Pitman	568	Austin Walts	538	Timothy Silva	510	Carrie Hammer
979	Jessiline Fermin	916	Babin-Washington	860	Jasmine Parham	713	Janice Wiggins	669	Matthew J Erickson	637	Cody Nykoliation	594	Annali Rajala	568	Trey Moran	537	Christine DiSanto	508	Steven Chandler
978	Darlene Butler	916	Francisco Martin del Campo	857	Manique Sala	713	Zindora Crawford	668	Carla Brown	636	Geddes Robinson	594	Hector Bustamante	567	Mary Bieniek	537	Jorge Guerra	508	Mollie Uphoff
978	Jacob Schiaffino	915	Tyson DellaSilva	854	Maria Costa	713	Clinton Kerbs	668	Adam Kidikas	635	Debra Small	594	Sarah Rosenbaum	567	Daniel Petek	537	Deepak Dosanjh	507	Nana Twum Agyire
978	Robert Trypus	915	Robert Townsend	853	Joseph Gamboa	713	Jeremy Jackson	666	Nicholas Gee	635	Ronnie Smith	594	Niria Alarcon	567	Joel Baker	537	Scott Herrera	507	Rahmatullah Romal Omid
976	Katherine Sweeney	915	Daniel Martinsen	853	Akbarfazzal Khan	710	Hector Guzman	666	Michael Barry	635	Taylor McQuiddy	593	Sarah Foster	567	Brian E Johnson	537	Timothy Lum	507	Trevor Tollefson
976	Erika Torres	915	Patrick Knouse	851	Michael Tolman	709	Warren Waddell	665	Anthony Burke	633	Randy Williams	593	Ryan Trimble	566	Justin Brown	536	Trevor Tollefson	507	Joshua Francoeur
974	Felicia Steele	909	Patrick Knouse	851	Clint David	709	Santiago Cerezo Vergara	665	Mark Swaine	633	James Carpio	593	Malcolm Melson	566	Mirza Balagic	536	Nadezhda Vitchev	507	Noreen McNear
974	Richard Tabanji	909	Karla Stewart	851	Joshua Bagi	709	Herivelto Pereira	665	David Craig	633	Willie Swafford	592	Precious Fulger	566	Sabrina Juggernaut	536	Jessica Elswick	506	Jennifer Glass-Rodriguez
974	Michael Nelson	907	Aaron Lammey	849	Cyan Kissingner	708	Shiwa Echghighamsari	664	Jonathan Inman	633	Martha Zelaya	592	Ryan Locke	565	Cristina Fox	536	Eric Harvey	505	Muzit Berhe
971	Ethan Barnt	906	Lawrence Smith	849	Marie Charles-Hilaire	708	Emmanuel Fedna	664	Jared Cummings	633	Liana Sharp	592	Dexter Phillip	565	Calvin Shaw	536	Chase Miller	505	Fran Kolos
971	Barry Young	906	Sandra Linse	849	Jonathan Lamb	707	Adrain Alfred	663	Anthony Stephens	632	Sean Day	592	Martin Robinson	565	Robert Koeppen	536	Robert Koeppen	505	Eric Chiang
970	Elijah Clem	904	Mykola Romanyuk	848	Selina Maldonado	705	Erin Moyer	663	Abel Gamo	632	Paul Divincenzo	592	Paul Divincenzo	564	Justin Hermann	533	Steven Misiano	505	Justin Cole
969	Caleb Alexander	903	Caleb Alexander	848	Alexandra Purvis	704	Stephanie Brockman	663	Thomas Adkins	630	Reginald Vancey	591	Bridget Lasley	563	Heather L Smith	533	Elizabeth Padilla	504	Geron Burkhardt
968	Jennifer Reed	903	Kemberly Sousa	847	Stacy Arrington	703	Sonya Dhoore	663	Moises Duran	630	Aaron Cooper	591	Courtney Calton	563	Karen Mosley	533	Erick Ramirez	504	Mark Badcock
968	Eloise Easter	901	Vernon Martin	847	Maria Guerra	703	Juliya Ostapuyuk	662	Joshua Hammond	629	Monica Ledbetter	591	Anna Pidlypchak	563	Zulema Giese	533	Valdomero Duran	504	Alexander McGaw
966	Matthew Howze	901	Patricia Santamarina	846	Matthew Roebke	702	Steven Counts	662	Kaylee Kielczewski	629	Corinne Gamble	591	Richard Gagne	563	Paul Maria	533	Christopher Carter	504	Bradford DeLuca
963	Kellen Knapton	901	Hector Sartori	845	Benjamin Twerskoi	702	Erik Darling	662	Erik Darling	626	Eric Crumback	590	Anthony Morgan	562	Christopher Beaulieu	533	Catherine Hefner	503	Nicholas Martocci
963	Alexander Johnston	900	Mike Hudnall	844	Dale Canterbury	700	Randy Daniels	662	Dalyn Quilausing	626	Walter Britt	590	Lisa Phillips	561	Carl Isidore	532	Robert Thiel	503	Jenna Grula
963	Amanda Ray	900	Rubin Chaimov	843	Roy McBride	700	Justin Brayton	661	Azim Somani	625	Nadia Najj	590	David Ramirez-Benitez	561	Liam Flaherty	532	Vassilios Katos	503	Samuel Holben
962	Mandi Gutierrez	900	James Addo	843	Jessie Medina	700	Garrett Shelton	661	David Bilotti	625	Jillian Young	589	Goran Lakic	561	Stephanie Aquino	532	Tyrenna Wesley	503	Akshay Toora
962	Sarah Nuss	899	Menno Glick	842	Christina Mazyk	700	Jason McNett	661	Jason McNett	624	Ryan Gavilescu	588	Vanessa Cohen	561	Dejannae Lang	532	Vanness Vaughn	502	Katherine Wiszowaty
961	Seth Parlin	897	Jessica D Smith	842	Zacarias Bruno	700	Jacob Brown	661	Ernest Powell	624	Roberto Navarro	588	Paul Smoley	560	Alexander Amick	531	Igwe Nwagwu	502	Brendon Roman
960	Michael Hepner	896	Gregory Hayman	841	Ahmet Kocer	700	Behrad Baghbanian	661	Ernest Powell	623	Joslyn Moore	588	Matthew Pocknall	560	John McDougald	531	Donald Osborne	502	Christopher Gebhardt
957	James Westfall	896	Cody McNeilly	841	Marta Muzic	700	Manuel Mendiola	661	Farnaz Fotovat Ahmadi	621	Tyson Kiertucki	588	Myles Pryor	560	John McLaughlin	531	Jonathan Kirchner	502	Kimberly Alston
957	Carlos Garcia	896	Delroy Phang	841	Lawrence G Dennis	700	Manuel Mendiola	660	Manuel Mendiola	621	Steven Arakawa	586	George Maple	559	Matthew Sabio	531	Donald Santana	502	Jessica Santamarina</

# LEADERSHIP BONUS

<b>1</b>  <b>MARC SALVAGGI</b> \$88,139 Surace-Smith	<b>2</b>  <b>EREZ SHABTAY</b> \$62,272 Michael Vasu	<b>3</b>  <b>SCOTT WHEELER</b> \$43,213 Imran Satti	<b>4</b>  <b>RYAN KENDL</b> \$39,335 Altig-Orlovic	<b>5</b>  <b>MARK DUSHAJ</b> \$38,160 Zachary Hart
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## JUNE BONUS LEADERS | PAYOUT: \$2,106,364 | QUALIFIERS: 708

<ul style="list-style-type: none"> <li>\$ 88,139 Marc Salvaggi</li> <li>62,272 Erez Shabtay</li> <li>43,213 Scott Wheeler</li> <li>39,335 Ryan Kendl</li> <li>38,160 Mark Dushaj</li> <li>30,749 Doreen Ryan-Foti</li> <li>25,125 Robert Kanaan</li> <li>24,891 Matthew Parks</li> <li>23,310 Daniel Hartwig</li> <li>21,117 Blake Higuchi</li> <li>21,029 Ryan Stenglein</li> <li>20,480 Brent Bowling</li> <li>20,460 David Wang</li> <li>20,044 Zach Otto</li> <li>17,185 Sara Vaz</li> <li>17,084 Brian Zuzick</li> <li>16,008 Robert Locke</li> <li>15,957 Marian Sertler</li> <li>15,423 Steve Bryant</li> <li>15,402 Nacole Newbold</li> <li>15,145 Andre McCallum</li> <li>14,784 Nicholas Scordos</li> <li>13,904 Justin Sutton</li> <li>13,276 Megan Johnson</li> <li>13,214 Joshua West</li> <li>12,783 John Nieves</li> <li>11,996 Corey Helly</li> <li>11,695 Jonathan Emura</li> <li>11,476 Andy Dorf</li> <li>11,168 Joshua Olin</li> <li>11,097 Andrew Wagner</li> <li>10,790 Joshua Crisp</li> <li>10,722 Brandon Summerton</li> <li>10,402 Kimberly Hamilton</li> <li>10,266 Steven King</li> <li>10,244 Michael Laramie</li> <li>10,228 Ofa Tupouniua</li> <li>10,108 Andrew McQuade</li> <li>10,048 Michael Clemente</li> <li>10,028 Richard Mansfield</li> <li>10,005 Matthew Diulus</li> <li>9,916 Ernest Powell</li> <li>9,862 Beau Locker</li> <li>9,813 Jake Yagjian</li> <li>9,643 Bobby Szwaja</li> <li>9,337 Michael Stuver</li> <li>9,336 Melinda-Rae Lyse</li> <li>9,161 Shahab Mahdavinnejad</li> <li>9,075 Duane Shaw</li> <li>9,012 Bobby Gujral</li> </ul>	<ul style="list-style-type: none"> <li>\$ 8,975 Joshua Dishong</li> <li>8,885 Elias Boles</li> <li>8,773 Tyler Worstell</li> <li>8,721 Noel Rose</li> <li>8,690 Alex Kae</li> <li>8,560 Rodney Ward</li> <li>8,281 Derek Foore</li> <li>8,159 Justin Adams</li> <li>8,092 Michelle Martinez Aviles</li> <li>7,974 Patricia Cicerale</li> <li>7,926 Matthew Conrad</li> <li>7,897 Joshua Jackson</li> <li>7,747 Syed Quadri</li> <li>7,744 Richmond Gerrish</li> <li>7,669 Johnny Ly</li> <li>7,662 Eugene Garcia</li> <li>7,548 Jesse Doherty</li> <li>7,527 Alon Fischer</li> <li>7,490 Joshua Krueger</li> <li>7,421 John M McGrath</li> <li>7,412 Reynolds Akuamoaa</li> <li>7,409 Matthew Turnquist</li> <li>7,341 Mack Doby</li> <li>7,294 Yemi Akinade</li> <li>7,248 Robert R Hamilton</li> <li>7,231 Jonni Ng</li> <li>7,203 Harold Durana</li> <li>7,177 Adam Chesney</li> <li>7,171 Darcy Schrieber</li> <li>7,161 Mark Neilson</li> <li>7,104 Dominic Telymonde</li> <li>6,935 Ryan Wilson</li> <li>6,748 Sean Velasquez</li> <li>6,686 Begona Patino-Lopez</li> <li>6,658 Atta Saleh</li> <li>6,399 Liam Flaherty</li> <li>6,391 Britton Costa</li> <li>6,366 Troy Plummer</li> <li>6,365 London Bumett</li> <li>6,297 Avi Kauderer</li> <li>6,286 Ashlynn Orng</li> <li>6,150 Jimmy Tchen</li> <li>6,130 Jamie Winters</li> <li>6,085 Nicholas Lorence</li> <li>5,907 Paul Kelly</li> <li>5,870 Bruce Viaje</li> <li>5,855 Carlo Buhay</li> <li>5,843 Nasr Quadri</li> <li>5,757 Chris La Fond</li> <li>5,747 Sokol Fazliu</li> </ul>	<ul style="list-style-type: none"> <li>\$ 5,691 Jessica Wilhite</li> <li>5,615 Pedro Lemos</li> <li>5,586 Dan Ikei</li> <li>5,568 Corey Hallam</li> <li>5,534 Maxx Schumann</li> <li>5,509 Michael Mandella</li> <li>5,225 Alix Albright</li> <li>5,190 Janet Quintana</li> <li>5,189 Yussuf Elzein</li> <li>5,176 Patricia Cicerale</li> <li>5,059 Jeffrey Hall</li> <li>5,049 Luay Ghawi</li> <li>5,027 Paul M Smith</li> <li>4,862 Brody Maughan-Evanson</li> <li>4,784 Jesse Spencer</li> <li>4,771 Jeremy Rivers</li> <li>4,740 Shai Mate</li> <li>4,701 Tucker Gregor</li> <li>4,695 Ashley Flood</li> <li>4,667 Gary Slocum</li> <li>4,640 Hemerson Gonzalez</li> <li>4,631 Casey Kunash</li> <li>4,619 Joseph Kanaan</li> <li>4,614 Charles Ferrari</li> <li>4,595 Eric Thompson</li> <li>4,576 Timothy Bugge</li> <li>4,575 Menno Glick</li> <li>4,509 DeAnthony Hartman</li> <li>4,448 Tom Weller</li> <li>4,378 Deana Plaster</li> <li>4,292 Morgan Lobello</li> <li>4,290 Cara DeFiore</li> <li>4,225 Craig Strompf</li> <li>4,185 Marisa Willgruber</li> <li>4,179 Kyle Lewicki</li> <li>4,154 John Conard</li> <li>4,148 Amy Baird</li> <li>4,137 Duni Olusegun</li> <li>4,126 Sam Chan</li> <li>4,101 Tyler McKnight</li> <li>4,101 Justin Barker</li> <li>4,068 Christopher Bentley</li> <li>3,989 Kaitlyn Brandt</li> <li>3,988 Patrick Stenglein</li> <li>3,960 William Tompkins</li> <li>3,958 Paul Zuzick</li> <li>3,951 Jenna Gula</li> <li>3,942 Jessica Napiza</li> <li>3,929 Glenn Martin</li> <li>3,827 Muhammed Ashraf</li> </ul>	<ul style="list-style-type: none"> <li>\$ 3,660 Josh Bloomquist</li> <li>3,648 Jeramey Pitman</li> <li>3,578 Demetrius Lucas</li> <li>3,549 Mary-Delores Ayarzagaitia</li> <li>3,542 Chelsie Otto</li> <li>3,518 Joshua Randolph</li> <li>3,476 Ryan McIntosh</li> <li>3,467 Alan Fricke</li> <li>3,465 Alma Lozano</li> <li>3,461 David Hefflin</li> <li>3,460 Mark Beckford</li> <li>3,433 Pablo De La Cruz</li> <li>3,420 Christina Jauch</li> <li>3,391 Herman Fennell</li> <li>3,384 Aaron Voegel</li> <li>3,350 Michael Gerstein</li> <li>3,338 Steve Svendsen</li> <li>3,326 Elyse Bryan</li> <li>3,300 Brandon Teter</li> <li>3,293 Roger Fung</li> <li>3,291 Ikram Alshobaki</li> <li>3,272 Alex Smith</li> <li>3,254 Joel Trask</li> <li>3,236 Gevorg Yanukyan</li> <li>3,202 Evan Holzhauser</li> <li>3,155 Alta Herpel</li> <li>3,132 Jameetri Washington</li> <li>3,131 Ryan McCann</li> <li>3,121 Travis Stucki</li> <li>3,070 Stephanie Lovins</li> <li>3,036 Kelvin Fernandez</li> <li>3,003 Alexandra Berberich</li> <li>3,003 Chad McLaughlin</li> <li>2,998 Shane McGregor</li> <li>2,994 Christopher L Clark</li> <li>2,993 Patrick Bungay</li> <li>2,987 Aaron Parks</li> <li>2,969 Daniel Walton</li> <li>2,960 Jason Bratin</li> <li>2,947 Marie Laine</li> <li>2,906 Francesca Veltri</li> <li>2,903 Rita Haidinger</li> <li>2,900 Joshua Reyes</li> <li>2,898 Andrew Bent</li> <li>2,868 Justin LoPatriello</li> <li>2,831 Ashley Wenning</li> <li>2,822 Daniel Franke</li> <li>2,818 Bernard Ballou</li> <li>2,795 Jesse Rennich</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,775 Lamar Livingston</li> <li>2,767 Vincent Meyer</li> <li>2,759 James Tolley</li> <li>2,758 Evan Donoghue</li> <li>2,755 Mike Paragiou</li> <li>2,748 Yamid Mendoza Sanchez</li> <li>2,745 Joshua Yurinko</li> <li>2,742 Hector Mendez</li> <li>2,719 Michael Russo</li> <li>2,718 Jessica Santamarina</li> <li>2,714 Philip Roffi</li> <li>2,685 Jordan Chalom</li> <li>2,679 Anthony Theriault</li> <li>2,662 David Carpenter</li> <li>2,658 Funmilola Elumade</li> <li>2,645 Christopher Gray</li> <li>2,637 Jordan Reinhold</li> <li>2,624 Andrew Hynan</li> <li>2,619 Saul Lopez</li> <li>2,598 William Robinson</li> <li>2,597 Andre Hawthorne</li> <li>2,573 Nicole Sanders</li> <li>2,517 Amr Shater</li> <li>2,510 Shalom Chaimov</li> <li>2,486 Aaron Chen</li> <li>2,465 Mark Dombrowski</li> <li>2,464 Thomas Longino</li> <li>2,458 Dana Black</li> <li>2,439 Stephen Jeung</li> <li>2,418 Daniel G Johnson</li> <li>2,407 Javier Diaz</li> <li>2,398 Jeffery Thiel</li> <li>2,379 Matthew Cessna</li> <li>2,374 Jonathan L Jones</li> <li>2,367 John Bacaron</li> <li>2,347 Matthew Kurey</li> <li>2,345 Patrick Guthrie</li> <li>2,345 Hunter Houvener</li> <li>2,344 Dwayne Nabors</li> <li>2,335 Paul Samra</li> <li>2,318 James Harding</li> <li>2,306 Harjeet Rana</li> <li>2,296 Johnny Ramos</li> <li>2,295 Alberto Alcalá</li> <li>2,287 Patrick Rieger</li> <li>2,269 Levi Porto</li> <li>2,234 Anita Ferris</li> <li>2,213 Daniel Franke</li> <li>2,183 I-Perfection Harris</li> <li>2,164 Jamil Harris</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,138 Christopher Bennett</li> <li>2,128 Patrycja Grudzinska</li> <li>2,089 Richard Dyer</li> <li>2,031 Bilal Farsakh</li> <li>2,012 Joshua Rauser</li> <li>2,005 Azar Afnan</li> <li>1,983 Christopher Dicks</li> <li>1,968 Mele Makaui</li> <li>1,967 Geddes Robinson</li> <li>1,958 Lynn Jenkins</li> <li>1,956 Laura Dennee</li> <li>1,946 Sheila Downey</li> <li>1,944 Fran Kolos</li> <li>1,939 Julianne Scavo</li> <li>1,934 Kasali Kotun</li> <li>1,908 Michael Coulthard</li> <li>1,902 Mia Mitchell</li> <li>1,886 Bryan Juskiw</li> <li>1,885 Christopher Botelho</li> <li>1,880 Nathan Hunt</li> <li>1,868 Christopher Hintz</li> <li>1,865 Jordan Wall</li> <li>1,865 Jason Green</li> <li>1,856 Michael Musso</li> <li>1,855 Nicki Griffiths</li> <li>1,838 Isaac Garcia</li> <li>1,829 Richard Pazak</li> <li>1,817 John Sparby</li> <li>1,806 Austin Timmons</li> <li>1,776 David Higa</li> <li>1,737 William Krekeler</li> <li>1,737 Paige Minarik</li> <li>1,712 Travis White</li> <li>1,702 Trevor Mayer</li> <li>1,694 Juan Olvera</li> <li>1,669 George O'Shea</li> <li>1,659 David Messenger</li> <li>1,659 Allen Watson</li> <li>1,656 Antonio Evans</li> <li>1,653 David Rigney</li> <li>1,642 Jinelly Urena</li> <li>1,638 Oleg Novitchii</li> <li>1,638 Jonathan Kinnard</li> <li>1,622 Matt McBride</li> <li>1,617 Natalie Linker</li> <li>1,609 David Bilotti</li> <li>1,607 Francis Ingulli</li> <li>1,595 Levar Morgan</li> <li>1,593 Frank Cordaro</li> <li>1,577 Lara Wyatt</li> </ul>
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<ul style="list-style-type: none"> <li>\$ 1,571 Daisy Pyeatt</li> <li>1,564 James Jones</li> <li>1,559 Nic Iagulli</li> <li>1,559 Adam Kidikas</li> <li>1,552 Temesghen Starr</li> <li>1,542 Massoud Vaziri</li> <li>1,527 David Doles</li> <li>1,525 Deonte Jones</li> <li>1,520 Adam Hanna</li> <li>1,508 Lorena Barriere</li> <li>1,500 Abbas Abdul-Khaliq</li> <li>1,475 Bret Nilson</li> <li>1,445 Corey Niro</li> <li>1,441 Daniel LaFontaine</li> <li>1,423 MacNeal Lashley</li> <li>1,423 Tabitha McDermid</li> <li>1,404 Mario Andres Chavez</li> <li>1,390 David Herchick</li> <li>1,387 Samuel Montgomery</li> <li>1,386 Robert Biser</li> <li>1,377 Carlos Arballo</li> <li>1,362 Jesus Tolentino</li> <li>1,357 Edmaggie Myrthil</li> <li>1,354 Noel Bonomi</li> <li>1,349 Andre Fonseca</li> <li>1,348 Victor Goodman</li> <li>1,343 Rachel Gallagher</li> <li>1,339 Joseph Tomanovich</li> <li>1,333 George Kamel</li> <li>1,333 Kelly Ekker</li> <li>1,325 Rachel Brown</li> <li>1,318 Iva Plummer</li> <li>1,311 Mauri Ramirez</li> <li>1,306 Yuriy Kosovan</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,305 Alisha Cravey</li> <li>1,304 Mickey Adkins</li> <li>1,303 Dean Gushi</li> <li>1,293 Brooke Bogs</li> <li>1,270 Nedal Kawash</li> <li>1,267 Anthony Ferguson</li> <li>1,264 Jennifer Reed</li> <li>1,245 George Taramas</li> <li>1,238 Arthur Trost</li> <li>1,234 Mahadai Kryshundayal</li> <li>1,233 Troy Williams</li> <li>1,232 Tony Geer</li> <li>1,216 Michael Williams Jr</li> <li>1,207 Dylan Johnson</li> <li>1,200 Brackin Flittton</li> <li>1,200 Travis Vandenberghe</li> <li>1,190 Jorge Guerra</li> <li>1,180 Zachery Kertulis</li> <li>1,166 Andrew Siebert</li> <li>1,165 Gladis Orozco</li> <li>1,161 Charles Carroll</li> <li>1,158 Raul Rojas</li> <li>1,154 Ransay Vazquez</li> <li>1,149 Cameron Stanley</li> <li>1,148 Eric Snyder</li> <li>1,143 Keona France</li> <li>1,142 Dalyn Quilausing</li> <li>1,138 Angela Black</li> <li>1,135 Ryan Orloski</li> <li>1,117 Kerlens LaRose</li> <li>1,112 Ricardo Subero</li> <li>1,107 Kory Louvelle</li> <li>1,099 Emil Mohareb</li> <li>1,096 Nicholas Engrav</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,085 Calvin Shaw</li> <li>1,082 Katrina Ricks</li> <li>1,077 Eric Butt</li> <li>1,067 Steven Baum</li> <li>1,062 Micah Focken</li> <li>1,042 Auston Mavrak</li> <li>1,041 James Sherwood</li> <li>1,040 Randy O'Campo</li> <li>1,038 Debra Small</li> <li>1,027 Mark Hileman</li> <li>1,025 Rochelle Lugo</li> <li>1,024 Vincent Campana</li> <li>1,018 Donte Grant</li> <li>996 Darrell Asbell</li> <li>996 William Soulier</li> <li>976 Jacqueline Kabluyen</li> <li>971 Alexander Wood</li> <li>967 Eric Salado</li> <li>964 Joshua Garrison</li> <li>963 Robert Park</li> <li>960 Minh Phung</li> <li>956 Michael Patty</li> <li>948 Brett Maurice</li> <li>945 Eric Watson</li> <li>943 Andrew Chambers</li> <li>943 Alex Paguio</li> <li>935 Aaron Ralston</li> <li>931 Zonia Ramirez</li> <li>924 Jose Rubio</li> <li>919 Stuart Pagan</li> <li>911 Peter Gabranski</li> <li>886 Chirotam Ilokwu</li> <li>880 Michael Russin</li> <li>879 Michael DeGiovanni</li> </ul>	<ul style="list-style-type: none"> <li>\$ 879 Trevor Tollefson</li> <li>875 Christina Meyer</li> <li>870 Omar Fernandez</li> <li>869 Shelbi Sofranko</li> <li>863 Carlton Mack</li> <li>849 Christopher Stevens</li> <li>834 Alejandro Pineda</li> <li>829 Daniel Li</li> <li>822 Kimberle Spooner</li> <li>820 Brandon Minor</li> <li>815 Elvis Durakovic</li> <li>813 Heather Berg</li> <li>811 Lee van Delft</li> <li>789 Alejandra Franco-Salinas</li> <li>788 Aaron Cain</li> <li>787 Laaina Havea</li> <li>783 Wanda Williams</li> <li>780 Alison Sterzer</li> <li>775 Slavita Hut</li> <li>772 Zachary Button</li> <li>763 Michael Clements</li> <li>763 Tiffney Harmouche</li> <li>762 Ryan Ohm</li> <li>761 James Cassie</li> <li>757 Ryan Landmark</li> <li>755 Brandon Foster</li> <li>754 Calvin Irving</li> <li>751 Jimez Parker</li> <li>750 Susan Cousineau</li> <li>749 Sean Thormann</li> <li>745 Christine Moore</li> <li>731 Christina McGregor</li> <li>723 Vincent Andreotti</li> <li>720 Deserick Davenport</li> </ul>	<ul style="list-style-type: none"> <li>\$ 714 Garrett Shelton</li> <li>701 Curtis Henderson</li> <li>699 Darrik Robbins</li> <li>696 Denville Loney</li> <li>692 Kade Beck</li> <li>686 Joseph Corwin</li> <li>684 Nicholas Lovins</li> <li>681 Kierra Goodwin</li> <li>681 Julian Dickinson</li> <li>679 Mathew Simonson</li> <li>678 Roger Rau</li> <li>674 Mario Frias</li> <li>674 Gregory Sampat</li> <li>673 Elizabeth Ortiz</li> <li>667 Karen Salek-Cuzmar</li> <li>667 Caroline Chambers</li> <li>665 Sina Heak</li> <li>661 Nicholas Deliberto</li> <li>660 Karon McGee</li> <li>653 Karen Lamey</li> <li>642 Alisha Stone</li> <li>635 Hector Guzman</li> <li>633 Kasey White</li> <li>626 Bryant Logan</li> <li>616 Ivan Leung</li> <li>614 Ashley W Miller</li> <li>613 Belaid Belkaid</li> <li>613 Timothy Peeler</li> <li>612 David Lawrence</li> <li>609 Kerry Zorns</li> <li>608 Kimberly Maya</li> <li>604 Jennifer Wehrl</li> <li>603 Takiyah Smith</li> </ul>	<ul style="list-style-type: none"> <li>\$ 600 Michael D Sweeney</li> <li>598 Patrick Donovan</li> <li>595 Victor Rivera</li> <li>589 Venita Allen</li> <li>588 Jason von Rosenberg</li> <li>584 Karina Vernon</li> <li>579 Paul Ormes</li> <li>576 Nina Blackmon</li> <li>576 George Lahamedjian</li> <li>574 Michael Tolman</li> <li>574 Adrian Segalla</li> <li>573 Wesley Shure</li> <li>569 Juliana Botero</li> <li>560 Joshua Goodman</li> <li>554 Richard Whyte</li> <li>554 Richard Tabanji</li> <li>545 Matthew Simon</li> <li>540 Tiffany Babin-Washington</li> <li>539 Jonathan Phillips</li> <li>537 Ariana Jones</li> <li>531 Jordan Lacy</li> <li>528 Luao Leota</li> <li>526 Edwin Cuevas Quinones</li> <li>514 Paul Streater</li> <li>507 Patrick Duray</li> <li>505 Corina Araujo</li> <li>504 Mark Auvil</li> <li>501 Steven Barton</li> <li>501 Carlin Kaufman</li> </ul>
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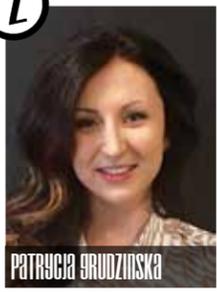
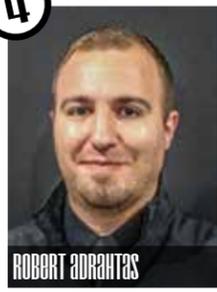
# RGA LEADERSHIP BONUS

<b>1</b>  <b>MATTHEW PARKS</b> \$44,435 Surace-Smith	<b>2</b>  <b>RYAN FICKERT</b> \$39,247 Zachary Hart	<b>3</b>  <b>MICHAEL LARAMIE</b> \$30,127 Michael Vasu
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## JUNE BONUS LEADERS | PAYOUT: \$433,156 | QUALIFIERS: 122

<ul style="list-style-type: none"> <li>\$ 44,435 Matthew Parks</li> <li>39,247 Ryan Fickert</li> <li>30,127 Michael Laramie</li> <li>18,158 Robert Kanaan</li> <li>18,134 Stephen Giddens</li> <li>16,414 Nicholas Lorence</li> <li>14,750 Robert Janev</li> <li>12,406 Matthew Turnquist</li> <li>11,874 Patrick Bendure</li> <li>11,145 Ryan Hall</li> <li>9,655 Salman Satti</li> <li>9,068 Thomas Vena</li> <li>8,979 Troy Plummer</li> <li>8,562 Levar Morgan</li> <li>8,294 Christopher Hintz</li> <li>6,364 Luay Ghawi</li> </ul>	<ul style="list-style-type: none"> <li>\$ 6,211 Brett MacCannell</li> <li>6,095 Brian Schreiter</li> <li>6,062 Matthew Diulus</li> <li>5,949 Avi Kauderer</li> <li>5,206 Erez Shabtay</li> <li>4,678 Kevin Appasamy</li> <li>4,368 Bobby Gujral</li> <li>4,324 Justin Adams</li> <li>4,212 Syed Quadri</li> <li>3,750 Beau Locker</li> <li>3,647 Charles Ferrari</li> <li>3,509 John Conard</li> <li>3,229 Steven Redd</li> <li>3,204 Evan Holzhauser</li> <li>3,150 Tim McAdams</li> <li>2,978 Randy Teysier</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,941 Hunter Houvener</li> <li>2,841 Michael Gerstein</li> <li>2,780 Alex Roland</li> <li>2,736 Corey Helly</li> <li>2,732 Samuel Cohen</li> <li>2,572 Matthew Mealey</li> <li>2,494 Steven King</li> <li>2,491 Ricardo Subero</li> <li>2,295 Reynolds Akuamoaa</li> <li>2,262 Andrew McQuade</li> <li>2,237 Paul Kelly</li> <li>2,234 Blake Higuchi</li> <li>2,203 Chris La Fond</li> <li>2,080 Nicholas Moore</li> <li>2,074 Joshua Olin</li> <li>1,896 Jesse Doherty</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,779 Ryan Stenglein</li> <li>1,740 Patrick Stenglein</li> <li>1,661 Jinelly Urena</li> <li>1,640 Richard Mansfield</li> <li>1,609 Brian Zuzick</li> <li>1,589 Dustin Dunbar</li> <li>1,582 Michael Clemente</li> <li>1,581 Sokol Fazliu</li> <li>1,579 Joseph Tomanovich</li> <li>1,505 Bobby Szwaja</li> <li>1,505 Kerlens LaRose</li> <li>1,490 Rita Haidinger</li> <li>1,464 Britton Costa</li> <li>1,451 Sean Velasquez</li> <li>1,441 Doreen Ryan-Foti</li> <li>1,373 Michael C Williams</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,284 Janet Quintana</li> <li>1,273 Marc Salvaggi</li> <li>1,248 Patrick Rieger</li> <li>1,158 Steven Engrav</li> <li>1,106 Joshua Krueger</li> <li>1,030 Patrick Knouse</li> <li>1,008 Trevor Mayer</li> <li>1,008 Mitch Duplantis</li> <li>934 Magda Figueiredo</li> <li>925 Ryan McIntosh</li> <li>908 Brandon Minor</li> <li>875 Evan Hawthorne</li> <li>846 Andre Donoghue</li> <li>825 Paul Samra</li> <li>791 Ryan Wilson</li> <li>786 Morgan Lobello</li> </ul>	<ul style="list-style-type: none"> <li>\$ 775 Hemerson Gonzalez</li> <li>761 Martha Zelaya</li> <li>754 Brandon Summerton</li> <li>750 Eugene Garcia</li> <li>742 Robert R Hamilton</li> <li>708 Zach Otto</li> <li>682 Duni Olusegun</li> <li>681 Michael Musso</li> <li>649 Christopher Bentley</li> <li>566 Daniel Hartwig</li> <li>544 Jessica Wilhite</li> <li>543 Craig Strompf</li> <li>524 Andre Bent</li> </ul>
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# SA/GA DIRECT CODE FIELD TRAINING BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>\$22,446</b> Zachary Hart	<b>\$10,160</b> Sabrina Lloyd	<b>\$6,890</b> Simon Arias	<b>\$6,752</b> Sabrina Lloyd	<b>\$6,714</b> Imran Satti

## JUNE BONUS LEADERS

PAYOUT: \$644,334

QUALIFIERS: 755

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|--|--|--|--|---|---|
| <ul style="list-style-type: none"> <li>\$ 22,446 Jeffrey Hudson</li> <li>10,160 Patrycja Grudzinska</li> <li>6,890 Shane Valentine</li> <li>6,752 Robert Adrahtas</li> <li>6,714 Justin Allain</li> <li>6,663 Brady Foreman</li> <li>6,614 Antoinette Williams</li> <li>5,722 Clayton Slaughter</li> <li>5,541 Kerry Zorns</li> <li>5,155 Francisco Vasquez</li> <li>5,139 Dominick Williams</li> <li>5,097 Jose Viramontes</li> <li>4,224 Tony Geer</li> <li>4,163 Alejandro Pineda</li> <li>4,134 Joshua Lowman</li> <li>4,076 Lynn Jenkins</li> <li>3,816 Joshua Goodman</li> <li>3,804 Adam Chesney</li> <li>3,704 Megan Johnson</li> <li>3,661 Amarildo Hajro</li> <li>3,618 Ronald McCormick</li> <li>3,547 Roy Kay</li> <li>3,539 Francis Ingulli</li> <li>3,531 Jacqueline Kabluyen</li> <li>3,526 Andrew Hynan</li> <li>3,466 Brent Bowling</li> <li>3,449 Ryan McCann</li> <li>3,324 Michael Jennings</li> <li>3,108 Cristina Fox</li> <li>3,086 Steven Baum</li> <li>3,007 Wadnerson Boileau</li> <li>3,006 Michael Clements</li> <li>2,923 Evelyn Howell</li> <li>2,878 Anthony Ferguson</li> <li>2,781 William Tompkins</li> <li>2,773 Walter Icaza</li> <li>2,771 Pratihba Garud</li> <li>2,746 Daryl Graham</li> <li>2,734 Landon Schlag</li> <li>2,615 George Bort</li> <li>2,540 Daisy Pyeatt</li> <li>2,536 Brandon Foster</li> <li>2,494 Aaron Dupras</li> <li>2,398 Anthony Greco</li> <li>2,398 Barkley Collinson</li> <li>2,381 Michelle Olivo</li> <li>2,377 Luiz DeOliveira</li> </ul> | <ul style="list-style-type: none"> <li>\$ 2,372 David Fiscu</li> <li>2,364 Joseph McCallister</li> <li>2,336 Phi Phan</li> <li>2,335 James Tierney</li> <li>2,292 Daniel LaFontaine</li> <li>2,290 Carmen Arroyo</li> <li>2,283 Eric Thompson</li> <li>2,259 Nedal Kawash</li> <li>2,249 Nicholas Deliberto</li> <li>2,241 Dylan Murphy</li> <li>2,236 Sylvain Kalombo</li> <li>2,231 James Cassie</li> <li>2,230 Richard Millington</li> <li>2,178 Joel Jesurun</li> <li>2,169 Brooke Bogs</li> <li>2,163 Henderson Hoyte</li> <li>2,142 Marie Campbell</li> <li>2,115 Ariel Demesa</li> <li>2,098 Amanda Torres</li> <li>2,089 Daniel Dunham</li> <li>2,087 Sammy Jacques</li> <li>2,084 Matelita Enosi</li> <li>2,077 John McDougald</li> <li>2,063 Gustavo Avila</li> <li>2,038 Andrew Hynan</li> <li>2,032 Francesca Veltri</li> <li>2,032 Melissa Martino</li> <li>1,979 Thomas Longino</li> <li>1,965 Elizabeth Ortiz</li> <li>1,958 Olja Holovcuk</li> <li>1,957 Ryan Misner</li> <li>1,936 Brandon Neal</li> <li>1,908 Albert Olesko</li> <li>1,872 Joel Trask</li> <li>1,836 Funmilola Elumade</li> <li>1,824 Halima Smith</li> <li>1,823 Tanner Duy</li> <li>1,808 Young Lee</li> <li>1,796 Angela Black</li> <li>1,793 Iris Saavedra</li> <li>1,786 Andrew Chambers</li> <li>1,727 Ryan Vance</li> <li>1,714 Travis Kovach</li> <li>1,673 Kevin Absolon</li> <li>1,649 Barkley Collinson</li> <li>1,618 Mandy Johnson</li> <li>1,608 Azar Afnan</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,594 Joseph Tchume</li> <li>1,587 Mariam Shahid</li> <li>1,545 Joseph Miller</li> <li>1,543 Daniel Juskiw</li> <li>1,535 Matthew Japhet</li> <li>1,529 Shelby Justice</li> <li>1,523 Roberto Navarro</li> <li>1,520 Laaina Havea</li> <li>1,511 Sarah Eaton</li> <li>1,508 Desarae Freeman</li> <li>1,504 Mathieu Cook</li> <li>1,504 Austin W Smith</li> <li>1,503 Cathleen Hairston</li> <li>1,499 Joel Jesurun</li> <li>1,489 Faydra Jones</li> <li>1,480 Erica Robertson</li> <li>1,474 John Sloan</li> <li>1,462 Kristen Brown</li> <li>1,456 Edmaggie Myrthil</li> <li>1,455 Theodore Ryan</li> <li>1,448 Jon Houser</li> <li>1,436 Alma Lozano</li> <li>1,436 Ricardo Grandt</li> <li>1,425 Kay Pomroy</li> <li>1,414 Sarah Acker</li> <li>1,400 Christopher Visnesky</li> <li>1,359 Robin Gonzalez</li> <li>1,356 Ryan Ohm</li> <li>1,349 Adam Kidikas</li> <li>1,340 Scott Hannon</li> <li>1,337 Sara Kamalvand</li> <li>1,336 Michael Nelson</li> <li>1,334 Bobby Davis</li> <li>1,331 Eric Watson</li> <li>1,330 Bryan Hip-Kam</li> <li>1,323 Dina Boghdady</li> <li>1,322 Angel Martinez</li> <li>1,315 Justin Lowe</li> <li>1,308 Nic Iagulli</li> <li>1,306 Jessica St Pierre</li> <li>1,292 Joseph Kanaan</li> <li>1,289 Adam Hanna</li> <li>1,288 Abbas Abdul-Khaliq</li> <li>1,287 Arien Seemann</li> <li>1,286 Zachery Nelson</li> <li>1,279 Thomas Farrell</li> <li>1,277 Paolo Dandrea</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,277 Tyler Townsley</li> <li>1,273 Crystal Melao</li> <li>1,269 Mandale Tolefree</li> <li>1,263 Brielle Killian</li> <li>1,244 Cody Langston</li> <li>1,244 Jesus Parra</li> <li>1,240 Juan Ortiz</li> <li>1,239 Derek Woo</li> <li>1,238 Attar Chalif</li> <li>1,237 Scott Bollwage</li> <li>1,218 Juan Ramos</li> <li>1,213 Caleb Alexander</li> <li>1,209 Alexander Shpirt</li> <li>1,207 Kasey White</li> <li>1,200 Peter Gabranski</li> <li>1,195 Jordan Warner</li> <li>1,188 Curt Lindgren</li> <li>1,188 Aaron Burke</li> <li>1,177 Juan Rivera</li> <li>1,164 James McCormick</li> <li>1,161 Chavis Holmes</li> <li>1,154 Daniel Foore</li> <li>1,149 Christine Moore</li> <li>1,144 Thomas Ferraro</li> <li>1,143 Jordan Wheat</li> <li>1,140 Leonard Ligotti</li> <li>1,136 Robert Nolan</li> <li>1,134 David Duddy</li> <li>1,127 Marques Holmes</li> <li>1,124 Christina LaPlant</li> <li>1,114 James Tolley</li> <li>1,112 George Alamo</li> <li>1,109 Beaumont Shultz</li> <li>1,100 Phillip Waisman</li> <li>1,099 Ekaterina Andreeva</li> <li>1,092 Robert Townsend</li> <li>1,089 Jennifer Dettmann</li> <li>1,082 Dashan Brown</li> <li>1,081 Matthew Wilson</li> <li>1,077 Chelsea Peacock</li> <li>1,075 Pablo Solis</li> <li>1,073 Marta Muniz</li> <li>1,073 Brandon Schweitzer</li> <li>1,072 Joseph Pizzoferrato</li> <li>1,069 Nina Blackmon</li> <li>1,061 Antonio Flores</li> <li>1,055 Alexander Johnston</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,047 Aaron Patt</li> <li>1,039 Jason Isanberg</li> <li>1,036 Blake Tomblin</li> <li>1,018 Colin Hill</li> <li>1,018 Jamison Hathaway-Clark</li> <li>1,018 Zachary Button</li> <li>1,016 Jamal Simmons</li> <li>1,016 Michelle Caouette</li> <li>996 Sheila Heckman</li> <li>983 Daniel Chousa</li> <li>981 Ngan Pham</li> <li>981 Roger Rau</li> <li>975 Susan Cousineau</li> <li>965 Monica McKinney</li> <li>965 Julie Sembrano</li> <li>964 Aljban Jashari</li> <li>963 Jakita Parnley</li> <li>956 Deborah Noga</li> <li>952 Michael Falcon</li> <li>936 Cristian Alaimo</li> <li>935 Mark Lahijani</li> <li>927 Michelle Marin</li> <li>925 Jennifer Pofahl</li> <li>922 Anthony Dixon</li> <li>919 Drew Kier</li> <li>917 Dia Ghandour</li> <li>917 Andrea Kessler</li> <li>916 Dwayne Nabors</li> <li>913 Paul Slusser</li> <li>904 Robert Rummel</li> <li>900 Danielle Morales</li> <li>897 Christina Sadler</li> <li>892 Joseph Quintons</li> <li>889 David Herchick</li> <li>881 Leonardo Perez</li> <li>876 Garrett Shelton</li> <li>875 Alipate Makaui</li> <li>874 Christopher Leasure</li> <li>873 Casey Devlin</li> <li>865 Jackson Hamilton</li> <li>864 Geoffrey Quigley</li> <li>863 Kierra Goodwin</li> <li>860 Danielle Dhaiti</li> <li>858 Kevin Gillum</li> <li>857 Jeremy Doucet</li> <li>854 Sina Heak</li> <li>852 Zachary Whipple</li> </ul> | <ul style="list-style-type: none"> <li>\$ 848 Hector Guzman</li> <li>844 Haneefah Morehead</li> <li>832 Abraham Weissman</li> <li>832 Stephanie Harris</li> <li>829 Arthur Trost</li> <li>829 Andrea Glover</li> <li>828 Aracelis Mota</li> <li>826 Peter Cappuccio</li> <li>818 Kemberly Sousa</li> <li>816 Brandon Mogel</li> <li>814 Jonathan Lamb</li> <li>814 Michael Dean</li> <li>810 Skylar Chauvin</li> <li>810 Connor McCollum</li> <li>809 William Parks</li> <li>808 Antonio Orlina</li> <li>807 Cheyanne Torres</li> <li>805 Adrain Alfred</li> <li>800 Hazim Thomas</li> <li>797 Denville Loney</li> <li>795 Rosemary Soto</li> <li>792 Jorge Leon</li> <li>791 Lawrence G Dennis</li> <li>791 Courtney Howard</li> <li>787 Clinton Kerbs</li> <li>787 Christopher Thorman</li> <li>785 Shelbi Sofranko</li> <li>785 Jared Hernandez</li> <li>782 Sonia Tyner</li> <li>782 Ryan Petro</li> <li>780 Eric Pauls</li> <li>779 Ryan Freeling</li> <li>776 Sharon Barnes</li> <li>774 Daniel Prinzo</li> <li>772 Victoria Varney</li> <li>769 Lucas Bauer</li> <li>762 Richard Whyte</li> <li>752 Daniel Charron</li> <li>750 Anne Kim</li> <li>748 Esau Fernandez</li> <li>745 Lara Wyatt</li> <li>743 Joshua Pinckney</li> <li>740 Ryan Witham</li> <li>737 Candy Henderson</li> <li>735 Cory Schroeder</li> <li>731 Katrina Ricks</li> <li>727 Joshua Garrison</li> </ul> |
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|--|---|--|---|--|---|
| <ul style="list-style-type: none"> <li>\$ 726 Matthew Simon</li> <li>724 Zhdanka Nykiel</li> <li>722 Emil Mohareb</li> <li>721 Erika Torres</li> <li>719 Kelly Ekker</li> <li>715 Jason Frye</li> <li>713 Curtisha Stephens</li> <li>709 Julian Dickinson</li> <li>709 Matthew Dawson</li> <li>708 Robert Biser</li> <li>707 Nicholas Glennon</li> <li>707 Auston Mavrak</li> <li>706 Jared Mercer</li> <li>701 June Greene</li> <li>698 Anjeannette Fowlers</li> <li>695 Derya Ekren</li> <li>685 Desmond Cowan</li> <li>684 Alisha Anderton</li> </ul> | <ul style="list-style-type: none"> <li>\$ 682 Patrick Donovan</li> <li>679 Joseph Elliott</li> <li>678 Rupinder Toor</li> <li>675 Chance Voorhees</li> <li>674 Noel Bonomi</li> <li>673 Yara Mustafa</li> <li>670 Charbra Beaven</li> <li>669 Bridget Lasley</li> <li>667 Daniel Pettit</li> <li>663 Briana Richardson</li> <li>663 Aileen Varela</li> <li>656 Kelly Schoenherr</li> <li>656 Rawad Elghadban</li> <li>654 Adem Abdula</li> <li>650 Matthew Buttarro</li> <li>645 Dillon Kempen</li> <li>645 Shanita Ellmers</li> <li>644 Kaela Teilhaber</li> </ul> | <ul style="list-style-type: none"> <li>\$ 643 Dennam Wolverton</li> <li>640 Nicole Conley</li> <li>639 Candice Smith</li> <li>637 Jagdish Sukhu</li> <li>634 Yamid Mendoza Sanchez</li> <li>631 Mark Aldamuy</li> <li>628 Justin Tudhope</li> <li>625 Alejandra Franco-Salinas</li> <li>623 Amanda Ray</li> <li>622 Alma Lopez</li> <li>620 Lisa Nguyen</li> <li>620 Antonio Buckley</li> <li>614 Jeremy Osborn</li> <li>610 Michael Tolman</li> <li>609 Eric Peyton</li> <li>602 Leonel Lazzano</li> <li>600 George Connell</li> <li>600 Kevin Kondrad</li> </ul> | <ul style="list-style-type: none"> <li>\$ 595 Jennifer Barnes</li> <li>594 Dylan White</li> <li>590 Levi Nicolai</li> <li>590 Matthew Castelli</li> <li>589 Antonio Evans</li> <li>582 Marianne Rohbock</li> <li>582 Naomi Walker</li> <li>581 Daniel Martinsen</li> <li>579 Kurt Overy</li> <li>578 David Staffieri</li> <li>577 George Kamel</li> <li>576 Tyler Honeyford</li> <li>566 George Taramas</li> <li>564 Charles Nwalal</li> <li>562 Tyson DellaSilva</li> <li>560 Kale Miller</li> <li>559 Julio Rodriguez</li> <li>558 Alicia Wear</li> </ul> | <ul style="list-style-type: none"> <li>\$ 557 Mayra Robles</li> <li>554 Joshua Bacchus</li> <li>554 Jonathan Black</li> <li>551 Diane Stevenson</li> <li>549 Chester Leone</li> <li>547 Samantha Chamberlain</li> <li>546 Robert Bilder</li> <li>544 Melinda Skinner</li> <li>544 Andrew S Aaron</li> <li>542 Solomone Havea</li> <li>540 Jennifer Jaikes</li> <li>539 Karen Lamey</li> <li>536 Vanina Bonanno</li> <li>536 Hannah Holmes</li> <li>532 Calvin Shaw</li> <li>531 Louis Thacker</li> <li>528 Philip Spicer</li> <li>528 Cameron Stanley</li> </ul> | <ul style="list-style-type: none"> <li>\$ 527 Christopher Muraca</li> <li>527 Nathan Butcher</li> <li>526 Angela Rodriguez</li> <li>525 Randy Daniels</li> <li>524 Kanella Glimenakis</li> <li>524 Rubynia Hall</li> <li>520 Grant Smith</li> <li>515 Jacob Giangliuli</li> <li>513 Jacy West</li> <li>512 Geovanny Tejada</li> <li>511 Isabel Lange</li> <li>505 Nathan Yineman</li> <li>503 Spencer Owens</li> <li>501 Taylor Foster</li> </ul> |
|--|---|--|---|--|---|

# REINSTATEMENT BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>\$4,192</b> Don Foti	<b>\$2,056</b> Philip Prata	<b>\$2,024</b> Simon Arias	<b>\$1,918</b> Surace-Smith	<b>\$1,915</b> Surace-Smith

## JUNE BONUS LEADERS

PAYOUT: \$54,698

QUALIFIERS: 165

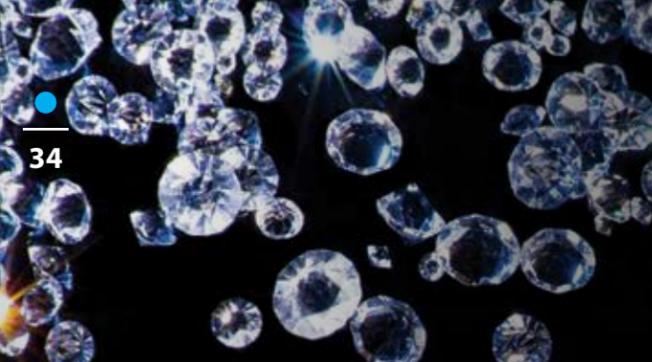
- |   |   |   |   |  |  |
|---|---|---|---|--|--|
| <ul style="list-style-type: none"> <li>\$ 4,192 Sami Mogannam</li> <li>2,056 Dawid Liniewski</li> <li>2,024 Joseph Faisant</li> <li>1,918 Mitchell Look</li> <li>1,915 Bradley Weigand</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,498 Leon Thompson</li> <li>1,275 Nicholas Gasparro</li> <li>1,211 Benton Tong</li> <li>1,210 Dason Phaul</li> <li>1,161 Tevita Tupouinia</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,058 Maurice Baritz</li> <li>1,030 Janice Moseychuck</li> <li>1,000 Adrian Kryczka</li> <li>997 Joseph B Smith</li> <li>772 Christopher McFoy</li> </ul> | <ul style="list-style-type: none"> <li>\$ 765 Scott Dillingham</li> <li>758 Anna Senra</li> <li>749 Patricia Smedal-Summers</li> <li>741 Faith Jones</li> </ul> | <ul style="list-style-type: none"> <li>\$ 733 Timothy Wilson</li> <li>648 Arthur Westergren</li> <li>645 Natalie Soboleva</li> <li>637 Herivelto Pereira</li> <li>610 Susan Bergh</li> </ul> | <ul style="list-style-type: none"> <li>\$ 580 Nabil Spahi</li> <li>566 Corey LaVigne</li> <li>548 Rich Walus</li> <li>534 Muhammed Ashraf</li> </ul> |
|---|---|---|---|--|--|

# 5

## BONUS TOTAL:

# \$5,844,825

<b>WORLD'S GREATEST</b> \$2,606,273	<b>LEADERSHIP</b> \$2,106,364	<b>RGAL LEADERSHIP</b> \$433,156	<b>SA/GA TRAINING</b> \$644,334	<b>REINSTATEMENT</b> \$54,698
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# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.  
Congratulations on your achievements!



**Erez Shabtay**  
Michael Vasu  
Contracted 8/22/08  
Qualified 6/30/17  
\$2,027,694 Net ALP



**Craig A Strompf**  
Cindy Furer  
Contracted 10/19/05  
Qualified 6/30/17  
\$1,005,668 Net ALP



**Fritznel D Octave**  
Tom Williams  
Contracted 4/29/08  
Qualified 6/30/17  
\$1,003,337 Net ALP

## PLATINUM PR

— Club Member —

Each new club member will receive a bonus of \$5,000 and a Recognition Award. Congratulations on your achievements!



**Brenda Di Somma**  
New Jersey  
Qualified 6/30/17  
252,114 Cards

## FOUNDERS CLUB

June Qualifiers—  
Outstanding Producers:



**Michael van Delft**  
Imran Satti  
11 Qualifications  
\$213,425 Net ALP  
80.9 RET



**Roghie Hassan Loo**  
Josh Chalom  
13 Qualifications  
\$160,647 Net ALP  
78.2 RET



**Mike Sukhbaatar**  
Daniel Umbertone  
17 Qualifications  
\$96,956 Net ALP  
91.7 RET



**Mark Neilson**  
Altig-Orlovic  
3 Qualifications  
\$93,205 Net ALP  
82.8 RET



**Crystal Melao**  
Altig-Orlovic  
1 Qualification  
\$79,296 Net ALP  
85.7 RET



**Daniel Prinzo**  
Surace-Smith  
1 Qualification  
\$73,328 Net ALP  
82.9 RET



**Alex Gonzales**  
Mathew Hart  
4 Qualifications  
\$71,930 Net ALP  
83.1 RET



**Ronald Rivera**  
Cohen-Cohen  
9 Qualifications  
\$59,796 Net ALP  
83.4 RET

## DIRECTORS OF THE MONTH



**Sales Director of the Month** ★★ ★

**Phil Bromagen**

Phil had 35.29% growth over June 2016.



**PR Director of the Month** ★★ ★

**Patti Morgan**

Patti met 98.68% of Objective during June 2017.



# THE FIRST ANNUAL SGA FANTASY DRAFT



**David Zophin**  
Executive Vice President/  
Assistant to the President

**WANTED TO START A NEW TRADITION**  
by establishing a contest that was not only centered on competition, but creating a greater sense of camaraderie amongst the SGAs and Agencies. The feeling was that we could be a better company if I found a way to give exposure to the newer and smaller Agencies to the larger and more senior ones as well as positioning the Company to have YTD double-digit growth by the time the contest ends in September.

The idea for the contest came from my childhood experience of attending sports camp. For the last three weeks, the entire camp would divide into teams where the older guys would 'draft' through each of the age groups and establish teams where they would compete in every sport the camp played at each age group. Points were awarded for wins and at the end, the team with the most points won.

The key was to figure out some kind of strategy with establishing the teams. I knew I wanted to have only one SGA from each category to be on a team to keep it balanced and

more competitive. The Category I SGAs were designated captains, and with their help along with Bo Gentile, we came up with the 'Fantasy Draft' idea. At the Spring SGA meeting, we had a draft that was a combination of a sports fantasy draft and an actual professional sports draft where each captain could draft only one SGA from each SGA category; however, they could draft in whichever order of categories they wanted.

A lot of strategy went into drafting the teams so that each SGA, regardless of agency size and ALP written on a weekly basis, would have the same bearing on the results for the team every week. We established a 9-week baseline of production from April and May. Every week, points would be determined for each SGA's percentage over their baseline. We

add up the total points for the team for the week and divide by the number of SGAs on the team to get the points for the week. Each week of the contest, six SGAs play each other one-on-one with one SGA having a 'bye.' The SGA with the most points in the weekly matchup would win that week.

The contest was based around each team playing each team just once. The four teams with the best records during the season will play in the playoffs. The two winners of the playoff matchups will play in a 2-week 'Super Bowl' to determine the winner of the First Annual SGA Fantasy Draft. And for even more fun and competition, our Team PR has their own Fantasy Draft contest happening in tandem.

May the best team win, but let's all have fun! 🏆





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**2018**

# CONVENTION

**Orlando, Florida**

**Gaylord Palms Resort**

**June 24-27, 2018**



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